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INDUSTRIAL CANADA

THERE BE THREE THINGS WHICH MAKE A
NATION GREAT AND PROSPEROUS: A FERTILE SOIL;
BUSY WORKSHOPS; AND EASY CONVEYANCE
FOR MAN AND GOODS FROM PLACE TO PLACE. BACON



Issued by
The Canadian Manufacturers' Association.

Vol. 2

TORONTO, AUGUST 20, 1901

No. 1

Remember the Annual Meeting at Montreal on November 5th and 6th.

Pumping Machinery

"For all Duties"

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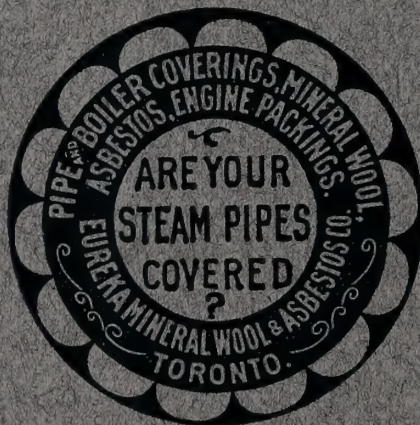
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TORONTO - CANADA.

INDUSTRIAL CANADA

ISSUED BY

The Canadian Manufacturers' Association.

Vol. II.

TORONTO, AUGUST 20, 1901.

No. 1

Industrial Canada.

Published as the official organ of The Canadian Manufacturers' Association and devoted to the development of the commercial prosperity of Canada.

RECEIVED BY MEMBERS FREE. Subscription price to non-members \$1 per year.

Advertising rates on application.

Address all communications, advertisements, etc., to

Secretary,
Canadian Manufacturers' Association,
Head Office, Toronto, Canada.

Notice to Members re Toronto Exhibition.

We wish to announce to our members who are exhibiting at or intend to visit the Toronto Industrial Exhibition that the Association has made arrangements to place at their disposal a room in one of the buildings at the grounds.

Here the members will be able to avail themselves of the services of a stenographer, and will find supplies of paper and other conveniences. A telephone will also be installed.

It is hoped that our members will make full use of the facilities offered.

Toronto Manufacturers' Arch.

We are pleased to inform our readers this month that the appeal made by the Toronto Manufacturers' Royal Reception Committee to the manufacturers of Toronto for subscriptions to erect suitable decorations in honor of the visit of the Duke and Duchess of Cornwall and York has met with a most generous response. The subscriptions received have ranged from \$500 down, and while the work of canvassing is not yet complete, the indications are that the total amount raised will reach a handsome sum which will enable the committee to carry out the decorations in a manner very creditable to the manufacturers and to the city of Toronto. It will be gratifying to the subscribers to learn also that the design chosen for the decorations affords field for great possibilities and will, no doubt, prove suitable in every way.

As some uncertainty has been expressed by some of the manufacturers as to the objects of the movement, a brief reference to these may, perhaps, not be out of place here. In the

first place, it was felt that, through loyalty to the British Crown, it was only right that the manufacturers of Toronto should receive the Heir Apparent in a suitable manner on the occasion of his visit to their city. But the prime object the manufacturers had in view was not mere expressive loyalty, but to seize the opportunity offered by the Royal visit to create an impression of the importance of the Canadian manufacturing industry, both on the people of Canada and on those of foreign countries. Hitherto the manufacturing industry of Canada has not been recognized at its true value, either by the Government and people of Canada or by merchants in foreign markets. It was thought, therefore, that by erecting a handsome arch, photographs of which would be published all through Canada, the United Kingdom and the colonies, as in the case of the Australian decorations, the impression made of the prosperity of Toronto manufacturers would be a splendid advertisement for them as well as a befitting expression of their loyalty to the Duke. We may say in conclusion that in view of the design chosen it will not be surprising if the Royal party should not meet with a more effective display in their whole tour from any single body than that offered by the manufacturers of Toronto.

The Annual Meeting.

The annual convention of the Association this year, which will be held on November 5 and 6, bids fair to be the most important event so far in the history of the Association, and a very significant one as regards the trade and commerce generally of the Dominion. On this occasion the members of the Canadian Manufacturers' Association, the only commercial organization, it may be said, which extends over the whole of Canada, will assemble in a sort of commercial parliament to review the work done during the past year and to deal with matters of the greatest importance affecting them in the future.

During the year now closed it is believed very considerable progress has been made by the Association, and this no doubt will afford subject for congratulation to the members. At the same time many new problems have arisen which demand consideration by a full representative gather-

ing of all the manufacturers of the country. Some of these problems are common to other countries, but the most important are those which have sprung up in attendance on the rapid development of Canadian trade and industry due to the increased exploitation of our natural resources. It is recognized on all sides that the present time is one pregnant with opportunities for Canadian manufacturers, and the possibilities of advancement are greatly enhanced by an organization such as the Canadian Manufacturers' Association, which represents their united efforts and power.

It is hoped, therefore, that every member of the Association will give the subject of the annual meeting his thoughtful consideration, and when the time comes will be ready to add his voice and vote to the deliberations in an intelligent and effective manner. We might add, further, that the

NOTICES.

The regular monthly meeting of the Executive Committee will be held on Tuesday, September 10, at 2 p.m., in the Council Chamber, Toronto Board of Trade Building, Toronto. Any member of the Association is cordially invited to attend.

* * *

The annual convention of the Association will be held at Montreal on November 5 and 6 next. All the members are urgently requested to attend.

* * *

The attention of our members is called to a notice in another column of special arrangements being made by the Association for the convenience of those who will have exhibits or who intend to visit the Toronto Industrial Exhibition.

* * *

Members are requested to examine and offer suggestions upon the proposed amendments to the Constitution contained in another column. These will be fully discussed at the next meeting of the Executive Committee and will be dealt with finally at the annual meeting in November.

Patronize Home Industries.

importance of the convention as a commercial event will be increased by the attendance at the banquet on November 6 of the foremost statesmen, public men and financiers of Canada and some from other countries.

The New Cover.

Our readers will at once notice an addition to INDUSTRIAL CANADA this month in the shape of a new cover. The committee which has the conduct of the paper in charge selected the design for this from a number submitted in competition, and it is hoped it will meet with the approval of all our members. One policy which is believed in by this Association is expansion. Under this policy INDUSTRIAL CANADA has now come to have a recognized status among Canadian trade journals, and has received a good deal of attention in foreign countries. It is the intention of the committee to advance it still further, and this is done under favorable circumstances, as it is published as the official organ of the Association, which is in a very prosperous condition. Some time ago, a regulation was passed by the Executive Committee to allow display announcements in our columns. So far, but little opportunity has been had to bring this to the attention of our members, though, as will be seen, some have already taken advantage of it. It is expected that by means of the increased revenue derived from this source the management will be enabled to extend the size of the paper and to further improve it by the use of more illustrations, etc., so that it will become a still greater lever among the public press.

Advertising Canadian Manufacturers Abroad.

There is no doubt but that Canada is forging ahead in the direction of export trade, as is evidenced by the increase in the volume of manufactured goods exported last year. Past achievements, however, may be said to be only a beginning; much, in fact, all, remains yet to be accomplished. With vast natural resources as a basis for manufactures Canada should, and doubtless will, eventually take her place as one of the strongest competitors in the world's markets for manufactured goods.

Before that happy event arrives, however, many obstacles to Canadian trade must be overcome. One of these, which we may refer to, is ignorance concerning Canada on the part of foreign buyers. The ignorance of the average Yankee concerning things Canadian is, of course, proverbial; but we do not mind that so much as we have given up looking for trade with him. What is more to be deplored is the depths of ignorance displayed about Canada by merchants and buyers in the United Kingdom, European countries and the other colonies of the British Empire. We have in mind at present the words of a South-African gentleman who is thoroughly conversant with conditions in South Africa, and who recently

visited the Association. He stated that Canadian goods were practically unknown in South Africa; in fact, he was unable to recall a single instance of having met with them, while United States, British, German and Austrian goods are common all over the country. In Australia United States goods flood the market, while Canadian have not much more than gained a footing. The same conditions with regard to Canadian manufactured goods apply, to a much less degree, of course, in the United Kingdom. The secretary is in correspondence at present with one of the largest commission firms in England who have handled a tremendous business for United States firms, but are just beginning to realize the possibilities of trade in manufactured goods with Canada, and are somewhat astonished thereby.

It is true that things have been undergoing a change for the better of recent years, and this movement should be furthered as much as possible. What is wanted is that Canadian shippers should copy a little more the methods of persistent, systematic and thorough advertising pursued by our neighbors to the south with such good results. The word "Canadian" should become as well-known as that "American," which, by the way, is a sadly misplaced term.

Just here manufacturers are able to accomplish a great deal by organized effort. The Canadian Trade Index recently published by the Association is a book which will be regarded with especial confidence by foreign buyers, as it contains a reliable list of all the leading Canadian manufacturers. Over 10,000 copies are being distributed judiciously among the importing merchants and buyers in every country to which Canada can export. Inquiries have come to this office for the book from all over the world, and our correspondents state that it is just what they wanted. It is gratifying to note also that many of our members have furnished us with addresses to which it shall be forwarded.

It is confidently expected that the publication of The Canadian Trade Index will have an important effect in developing export trade from this country; at any rate it is an important step and will no doubt be followed by others, both on the part of the Association as an organized body of the manufacturers and the manufacturers individually.

MANITOBA MANUFACTURERS.

During last month, the secretary of the Association had the pleasure of calling upon several of the leading manufacturers of Manitoba with reference to membership in the Canadian Manufacturers' Association. The reception accorded him was most cordial. Those who were already members were strongly in favor of the formation of a Provincial branch for Manitoba, with headquarters at Winnipeg.

They appreciated warmly the efforts being made by the Association to promote

the interests of Canadian industry, and at the same time saw that a local branch would have before it a wide field of usefulness. As yet the majority of the industrial establishments of Manitoba are not of such size as to admit of their catering for foreign trade.

The questions that interest them, therefore, are in many cases local, and can best be dealt with by a local branch. It is expected, therefore, by the present members that the Manitoba membership will be doubled when the local branch is formed. A meeting for this purpose will be held in Winnipeg during the present week.

Those of the east who have been wont to regard Manitoba as a purely wheat-growing country will be agreeably surprised to learn that the Province is entering upon an era of general industrial development, and that it has already sufficient manufacturers to maintain a Provincial branch of the Association.

NOTES.

The Vulcan Iron Works, Winnipeg, are extending their works by the erection of several new buildings for the manufacture and warehousing of their various lines of iron goods.

The Brandon Machine Works Co., Limited, of Brandon, are erecting an entirely new factory to accommodate the business of the firm, which has now far outgrown their present buildings.

The Spicer Shingle Mills, Vancouver, B.C., have just completed their extensive new shingle mill to replace the former building, which was destroyed by fire. The new plant will be one of the most complete in the Province and have a daily capacity of over 250,000 shingles. The new shingle machines installed were of the very latest pattern, and were, it is satisfactory to note, made by a Vancouver firm.

The Calgary Milling Co., of Calgary, are installing electricity for power and lighting purposes in their mill. The power is obtained from falls in the Bow River.

Messrs. E. H. Heaps & Co., of Vancouver, are erecting new engine and boiler rooms, a new machine shop and a new planing mill in order to assist them in filling the many orders now pouring in for British-Columbian lumber and shingles.

The salmon catch on the Fraser River has been very large, and nearly all the fishermen's boats returned for many days with more fish than the canneries could take. The result is that all the canning establishments are taxed to the utmost of their capacity, and the output is likely to be enormous.

The demand for British Columbia shingles has been so heavy for some months that all the manufacturers are in arrears with their orders, and are working their plants day and night to meet the demand.

The Lake Nipissing and James Bay Railway.

COMMUNICATION FROM MR. THOMAS SOUTHWORTH, ONTARIO DIRECTOR OF COLONIZATION.

Editor INDUSTRIAL CANADA:

SIR,—Although your paper represents the manufacturers of Canada in general, I presume many members of the Manufacturers' Association are representative men in this section of Ontario, some of them prominent members of the Toronto Board of Trade, and to them, through the medium of your columns, I desire to point out a matter that I think of vital importance to the Province generally, but more particularly to Toronto and the manufacturers of Southern Ontario.

I venture to refer to this more particularly for the reason that it does not seem to me the Toronto Board of Trade or the representative men of the city have as yet fully appreciated the importance of the matter in question, or, if they have, they have failed to take any action calculated to carry out the project. I refer to the connection by railway of the Temiskaming District and the vast agricultural area north of it with Southern Ontario, preferably over the route covered by the proposed Nipissing and James Bay Railway from North Bay.

That the opening up and settlement of New Ontario and the extension of railway communication with that region is a matter of vital importance to the manufacturing and commercial interests of Toronto and Southern Ontario generally is well understood. The trade of this vast region should be tributary to the business centres of the older portion of the Province, and as the demands of the population increase and their productive capacity expands beyond the requirements of the local market, it is the reasonable and legitimate expectation of our merchants and manufacturers that their trade will constitute a considerable factor of the volume of business centreing in the cities of the lake front and Western Peninsula.

That this trade will be large is apparent to those who have at all investigated the situation, and it is to be feared that not so many of your readers as might be desired can be included in this category.

Two reasons may be assigned as explaining why the manufacturers and merchants of Toronto have paid so little attention to the agricultural development taking place in the north. In the first place, the volume of trade with the settlers at present in the country is but small. It is only during the present season that there has been any rapid or extensive colonization movement, and both the requirements and the output of the pioneers during the early years of settlement are necessarily very limited. The business of the region is in its infancy, and to those whose survey of the situation includes only present con-

ditions it no doubt appears trifling as compared with the demand from other quarters. Secondly, the merchants of Toronto have, so far, largely controlled such trade as now exists, in spite of poor railroad facilities and the fact that railroad haulage is in favor of Montreal and Ottawa. This is mainly due to the influence of old associations and the prevalence of a certain amount of sentiment in business, as those engaged in trade in the district are mostly men from Southern and Western Ontario, who have continued to trade with the houses with whom they had formerly done business. With the present railway arrangements, however, this state of matters is not likely to continue, especially in the face of energetic efforts on the part of business men in rival cities to secure custom. On my last visit to the Temiskaming district I came out with the manager of a drug company in the east who had been soliciting orders for drugs and druggists' sundries. He stated that the main object of his trip was not to secure immediate orders, although his success in that particular had exceeded his expectations, but that he was "laying his pipes" for what he foresaw was sure to be a large and profitable trade in the near future. He was also positive that it would not be long before roads would be extended from Quebec Province to tap the district, making the rates to Ottawa and Montreal better than at present.

It must be remembered that the agricultural lands generally referred to as the Temiskaming district have only been open for settlement a comparatively short time, and that its value as a farming country is only beginning to be appreciated by the people of old Ontario. When settlement in Southern Ontario had extended northwards to Renfrew and Parry Sound, the broken character of the land crossing the Province along the line of the Canadian Pacific Railway conveyed the impression that the northern limit of the good agricultural land of the Province had been attained. Reports of traders, trappers and others of good land at the head of Lake Temiskaming have reached the Government. Surveyors were sent in a few years ago to make an examination of the country, and on their favorable reports several townships were surveyed and laid out in lots. When Mr. John Armstrong, the man selected by the Commissioner of Crown Lands as land agent, was sent up about six years ago, he reported favorably on the district, and a few settlers began to go in. Until this year nearly all those who took up land were induced to do so by reports as to the fertility and excellence of the soil from acquaintances who had preceded them. On the occasion of the settlement of the boundary dispute in 1887

it was found that the region subsequently surveyed into townships by no means included the whole of the good land, but that it probably extended northwards to the Height of Land into the territory claimed by the Dominion. The reports to this effect were confirmed by the explorers who went through that country in 1900. While the Temiskaming district proper does not probably contain more than 600,000 acres of the alluvial clay soil which is so valuable, the explorations show that this district is merely the southeastern extremity of a block of about 16,000,000 acres running north to the muskeg land, south of James Bay and westward across the Province. So that while we have in the southern part of the Province at present settled only about 23,000,000 acres, we possess in the north another agricultural belt of vast extent, separated from it by the Laurentian ridge running across the country and forming what is popularly known as the Height of Land.

This immense tract is in every respect well adapted for settlement, and successful efforts are now being made to acquaint our own people with the value of the country, which is being largely settled by the sons of the farmers of Old Ontario and other natives of the Province, who are beginning to realize that equal or superior advantages to any offered to land-seekers elsewhere can be obtained within our own borders.

A reference to the map of Ontario will show the geographical relations between the Temiskaming district and Toronto, and render obvious the advantages, not only to the district itself, but to this and other southern Ontario business centres, of the early completion of the proposed road from North Bay to Temiskaming district. It must not be supposed that when such a road is in operation the trade of the agricultural region of Temiskaming will form the sole traffic. Lying between North Bay and the farming country at the head of Lake Temiskaming is a large tract, extremely rich in pine and other valuable timber, and containing much mineral wealth, including nickel, gold, iron, and copper to an extent of which few have any idea. In 1900, the Commissioner of Crown Lands, under the authority of the Forest Reserves Act of 1898, set aside a tract embracing 2,200 square miles as a forest reserve. Aside from its wealth in timber and minerals it contains some of the most beautiful lakes in the world. They have already attracted many tourists and sportsmen and are sought by numbers of American canoeists as favorite canoe routes. With direct railroad communication this picturesque and fascinating region would very shortly become one of the most famous and popular

tourist resorts on the Continent bringing large numbers of pleasure-seekers to the Province, many of whom would make a sojourn in Toronto en route.

How the road should be built, whether as a private enterprise or by the Government as suggested by Premier Ross, or whether it should be extended to James Bay, as called for in the original charter, are points that I will not at present discuss. What I wish specially to emphasize is that, before settlement can be extended much farther north than at present, railway communication with the south must be effected, and that, if the people of Toronto and Southern Ontario are alive to their interests, they will see to it, that whatever road is built will be as directly as possible connected with Toronto and hence will run through North Bay.

I think there can be no doubt as to the great importance of this road to Southern Ontario as well as to the new district, but I have been struck by the apparent want of interest taken by the manufacturers and other leading men of Toronto in the project. When a deputation from Temiskaming visited the city last winter and waited upon the Government to urge the building of the road, Toronto's "captains of industry" were somewhat conspicuous by their absence, although officials of the board of trade were notified of the interview with the Government. I may be wrong, and the people whom I am addressing may be thoroughly alive to the situation, but if that is the case they seem to have carefully concealed the fact, at least, from the writer.

Yours respectfully,

THOS. SOUTHWORTH.

THE ANNUAL MEETING.

As announced in last issue of *INDUSTRIAL CANADA* the annual convention of the Association will be held at Montreal on November 5 and 6 next. The meetings will take place at the Windsor Hotel, Montreal, the programme providing for a two days' convention, the day sessions to be devoted to the discussion of practical questions affecting railway rates, legislation, tariffs, foreign trade and other matters of practical interest to manufacturers.

As previously announced, the meeting will take place at the Windsor Hotel, Montreal, the programme providing for a two-days' convention, the day sessions to be devoted to the discussion of practical questions affecting railway rates, legislation, tariff, foreign trade and other matters of practical interest to manufacturers. The first evening will take the form of an open meeting, at which addresses will be delivered by some of the most prominent leaders in manufacturing enterprise in Canada. The whole will be brought to a close by a banquet on Thursday evening. Sir Wilfrid Laurier, Premier of Canada, has accepted the invitation to be present, and invitations have also been extended to Lord Strathcona,

who is expected to be in Canada at that time, and to the leading members of the Dominion Government.

Special rates will prevail over the various railway systems providing for the return fare either at one-third fare or free, provided that a sufficient number attend.

Any local organization or section of the Association desiring to bring up any matter for general discussion at the meeting is asked to send in such material in time to provide for its being included in the agenda paper.

We trust that the members will keep these dates in Montreal open for the meet-

ing, which will be the first meeting of the Association to be held in the city of Montreal for some time past.

A special committee has been appointed in Montreal to look after the arrangements for the banquet and also for the entertainment of the visiting members and ladies accompanying them. This committee consists of Messrs. Frank Paul, Wm. McMaster, G. Esplin, C. C. Ballantyne, Henry Miles, Robert Munro, Hon. J. D. Rolland, James Davidson and W. W. Watson. This committee will report to the Executive on any of the more important matters in connection with the meeting.

THE EXECUTIVE COMMITTEE.

AS August is a holiday month, the attendance at the regular meeting of the Executive Committee on August 13 was somewhat smaller than usual, and the business, being somewhat of a routine character, was despatched as quickly as possible.

Mr. P. W. Ellis, President of the Association, occupied the chair. Others present were Messrs. J. F. Ellis, C. H. Riches, G. H. Hees, E. C. Boeckh, W. K. McNaught and Geo. Booth.

Mr. Booth presented the report of the Finance Committee and the Treasurer's report, and moved their adoption, seconded by Mr. McNaught.—Carried.

The report of the Committee on Technical Education recommended that the resignation of Mr. R. Y. Ellis as one of the Association's representatives on the Toronto Technical School Board be accepted, and that Mr. Harold Van der Linde, of The Gutta Percha and Rubber Manufacturing Co., be appointed as his successor.

It was stated as Mr. Ellis' reason for resignation that lack of time prevented him from giving the due attention to his duties as a member of the Technical School Board that he desired.

Moved by Mr. J. F. Ellis, seconded by Mr. G. H. Hees, that the report be adopted.—Carried.

On behalf of the Industry and Membership Committee, Mr. Geo. H. Hees reported and recommended that the following firms be passed as new members: La Fonderie de Joliette, Joliette, Que.; W. F. Vilas, Cowansville, Que.; Pierre de Bacourt, Scott Junction, Que.

Moved by Mr. Hees, seconded by Mr. Booth, that the report be adopted.—Carried.

Mr. W. K. McNaught reported, on behalf of the committee appointed to deal with amendments to the constitution, that the committee had met and had drawn up a number of proposed amendments which he suggested should be presented to the Executive at its next meeting.

Moved by Mr. McNaught, seconded by Mr. J. F. Ellis, that the proposed amend-

ments to the constitution be published in *INDUSTRIAL CANADA*, and that the members be invited to examine them with a view of offering suggestions, and to attend the next meeting of the committee, when they should be considered.—Carried.

A communication was read from the secretary, written in Winnipeg, and containing suggestions as to the distribution of The Index, and arrangements to be made for the convenience of members at the Toronto Industrial Exhibition.

It was resolved that The Canadian Trade Index should be distributed free in Canada instead of being offered for sale at \$2 per copy, according to the former arrangement.

It was also resolved that the secretary be instructed to secure the same room at the Toronto Industrial Exhibition as the Association occupied last year, and that this be fitted up with a typewriter, paper, etc., and that a telephone service be secured at a cost not to exceed \$15.

A communication from Mr. Henry Miles, President of the Montreal Board of Trade, inviting the Association to take part in the banquet to be tendered to Hon. J. Israel Tarte in October next, was read and considered.

It was decided that the matter should be brought to the attention of the members of the Montreal branch, and that if individual members of the Montreal branch should desire to attend the banquet, that the words, "By Members of the Montreal branch of the Canadian Manufacturers' Association" might be inserted on the menu card.

A communication was also read from the Riordan Paper Mills asking that the Association take steps to have the tariff on coal reduced.

It was decided that this communication be referred to the Tariff Committee, to be dealt with when the time comes for considering the general revision of the tariff.

A letter from Mr. Thos. Moffat, of Messrs. Moffat, Hutchins & Co., Cape Town, South Africa, was referred to the Industry and Membership Committee, with a view to publication in *INDUSTRIAL CANADA*.

The secretary was instructed to extend an invitation to attend the annual banquet of the Association on November 6 to Hon. Joseph Chamberlain and to the various Canadian Government agents abroad.

The meeting then adjourned.

Amendments to the Constitution.

THE special committee appointed by the Executive Committee of the Association to propose amendments to the constitution, met this month and decided to recommend the following amendments to the Executive Committee, by which they should be passed on to the annual meeting of the Association for final consideration.

It is hoped that every member of the Association will examine these amendments and will give the Association the benefit of any suggestions that may occur to him.

The amendments will be fully discussed at the next meeting of the Executive on September 10, at 2 p.m., at which every member is cordially invited to attend.

MEMBERSHIP.

There shall be three classes of members, active, honorary and correspondent.

Active members shall consist of ordinary members and life members.

Active membership in the Association shall be open to individuals, firms and corporations actively engaged as manufacturers who subscribe to the terms of this constitution and contribute to the treasurer the annual dues required.

LIFE MEMBERS. ETC.

Honorary members shall have the same privilege of visiting the Association as active members, but may not hold office or vote.

Correspondent members shall have the same privileges as honorary members.

ELECTION OF MEMBERS.

Active Members.—Add at the end of present clause "after report by the Industry and Membership Committee."

Honorary Members.—(As at present.)

Correspondent Members.—Correspondent members of the Association to be elected by unanimous vote of the Executive, or by unanimous vote at the annual general meeting for the term of one year or at pleasure of Executive, such members to be furnished with credentials as representatives of the Association in foreign trade centres.

COMMITTEES.

To committees add a "Committee on INDUSTRIAL CANADA." The committee on INDUSTRIAL CANADA shall consist of five active members, with power to add to their numbers.

NOMINATION AND ELECTION OF OFFICERS AND COMMITTEES.

Add the following: "Wherever there is a Provincial branch of the Association established it shall be asked to nominate its Vice-President to the Association and its representatives on the Executive and other committees.

Wherever local branches are formed or trade sections organized these shall have the privilege of nominating representatives to the Executive and other committees of the Association.

DUTIES OF COMMITTEES.

Strike out the present regulations relating to the Executive Committee and substitute "The Executive shall be the official committee of the Association which shall advise and instruct the general officers and shall in all matters act as the representative of the Association when latter is not in session. It shall receive and pass upon reports of all other committees and under the general Association itself be the determinant of the policy of the Association."

DUTY OF THE COMMITTEE ON COMMERCIAL INTELLIGENCE.

This committee shall establish a bureau of information to which members may apply at any time in order to procure reliable statistics as to imports, exports, possibilities for extending trade, foreign contracts, tariff regulations, etc.

The Committee on INDUSTRIAL CANADA—This committee shall deal with all questions relating to the editorial and business management of INDUSTRIAL CANADA, the regular publication of the Association. Questions of general policy shall be referred to and passed upon by the Executive of the Association.

BRANCH ASSOCIATIONS.

The Association may establish local or Provincial branches in different manufacturing centres in Canada on application by the members of the Association situated in such district or Province. Such a branch shall be known as the ——— Branch of the Canadian Manufacturers' Association. The membership shall consist of those members of the Association situated within the locality designated by the branch. The officers of such branch shall be a chairman, vice-chairman, secretary and an executive committee. This committee shall be elected by the members of the branch assembled in annual meeting at least six weeks prior to the annual meeting of the Association.

Branch associations may deal finally with all matters of purely local interest.

They may also pass upon matters of general interest, and the report of deliberations should be forwarded immediately to the central Executive in the form of a recommendation, to be considered by the general Executive or by the whole Association.

SECRETARY.

A branch secretary shall be an honorary official of the branch. If a salaried officer is appointed he shall be employed by the central Association and receive his remuneration from the head office.

Ten per cent. of the fees of members of the branch may be drawn upon by such branch for local expenses without special application to the general Executive. If any further amount is required special

application must be made to the Executive Committee and be passed upon by them.

FORMATION OF SECTIONS.

The Association may, from time to time, establish trade sections, to be composed of those members of the Association engaged in any particular industry or trade. Such organization shall be known as the ——— Section of the Canadian Manufacturers' Association.

The membership of this section shall consist of the members of the Association engaged in this particular trade who apply for membership in the section.

The officers shall consist of a chairman, vice-chairman, secretary and an executive committee.

The officers of the committee shall be elected annually prior to the election of officers in the annual meeting of the Association.

Sections of the Association may deal finally with all matters affecting only their own industry or trade. They may also pass upon matters of general interest, and the result of their deliberations should be forwarded immediately to the Central Executive in the form of a recommendation to be considered by the General Executive or by the whole Association.

Ten per cent. of the fees of members of the section may be drawn upon by such section for any expenses connected with its own business without special application to the Association. If any further amount is required special application must be made to the Executive Committee and be passed upon.

Second members from a firm either in one centre or where there is a local branch of the Association shall be admitted to membership on payment of a fee of \$5.

With reference to date of meeting for the Executive Committee, resolved to amend the present regulation by adding "or such date as the Executive Committee may determine."

TECHNICAL EDUCATION COMMITTEE.

A meeting of the Technical Education Committee was held on August 9, at which Mr. R. Y. Ellis tendered his resignation as the Association's representative on the Toronto Technical School Board.

After due consideration, it was decided to accept Mr. Ellis' resignation, and Mr. Harold Van der Linde, of The Gutta Percha and Rubber Manufacturing Co., was nominated as his successor.

As will be seen in another column, the above resignation and appointment were duly confirmed by the Executive.

The voice and vote of every member is needed at the Annual Convention on November 5th and 6th.

THE WINNIPEG EXHIBITION.

THE exhibition season in Canada opened in Manitoba with the Brandon Fair on July 24 and the Winnipeg Industrial Exhibition, July 29 to August 2. This annual Exhibition dates from the year 1891, when the first fair was held—and a fair, indeed, if its growth during that time may be gathered from the fact that the amount offered in prizes has grown from \$13,500 ten years ago to \$35,000 this year.

The board of management this year devoted a great deal of attention to the development of several new features at the Exhibition, and the result was highly gratifying. Mr. F. W. Thompson, of The Ogilvie Milling Co., and Manitoba Vice-President of the Canadian Manufacturers' Association, was president of the Exhibition Board, and Mr. F. W. Henbach, secretary and general manager.

The attendance was large throughout the whole Exhibition, but especially on Citizens' Day and Americans' Day, on each of which it was said that there were some 25,000 people on the grounds.

The exhibit of live stock was especially good, and the various classes were well filled. In the cattle and horse classes, the entries were large, and several animals were shown that would have done credit to any eastern show ring. This improvement in the stock of the country is an encouraging sign, as it shows that the farmers are not confining their energies so exclusively to wheat-growing, so will become less affected by the loss of any one crop.

The attractions before the grand stand were especially good, and reflected great credit on the management that had brought such high-class talent such a long distance for this one event.

Other special exhibits, such as that of the British Columbian lumbermen, showing the splendid timber available from that Province, and the dairy exhibit, were good.

Generally speaking, the exhibit of manufactures was not anything as large and representative as it should be. When it is remembered that the total population of Winnipeg does not exceed 45,000, and that there were probably 60,000 paid admissions to the Exhibition, the advertising value of an exhibit at this fair for the purpose of Manitoba trade must be very great.

It will be well for Canadian manufacturers to bear this in mind for future Exhibitions, for Western Canada is now, and must be still more in the future, an invaluable market for all classes of manufactured goods, and any attention shown to that market is sure to be amply repaid.

THE SALMON INDUSTRY IN BRITISH COLUMBIA.

WHILE Manitoba, from north to south, and from east to west, is rejoicing over a harvest of unparalleled extent and value, British Columbia, too, has turned all her surplus energy to the salmon industry, in order to take advantage of the tremendous

run of fish to the Fraser River. Already it is said that 500,000 cases of fish have been packed, and the run still continues, so that there are many who estimate the season's pack at not less than one million cases.

The effect of this large run has been to largely overcome the quietness that had resulted from the troubles in the mining districts, and from the overstocking of many lines in the Yukon district.

Although the canners are almost too busy to discuss any question of general policy, yet there is much discussion of the present fishing regulations. It is unnecessary to discuss these at length here, as the matter will come up for full discussion later on. The main points, however, are that the fish move in a certain path each season; this path is first along Canadian territory, on Vancouver Island, then along United States shores, and finally along Canadian territory up the Fraser River. Canadian fishing regulations do not admit of fishing traps on Canadian territory, the United States allow it on theirs, and hence the United States canneries get the first chance at the fish that have been hatched and fed in Canadian waters.

Again, while the Canadian canneries pay 10 cents per fish caught by the fisherman, the United States canneries get theirs from the traps at an average cost of 3 cents each, and so are enabled to undersell their Canadian competitors.

Lastly, there is great loss of fish from the present Canadian system, as when too many fish are caught they are simply thrown away as dead fish. If more are caught in the traps than can be used they are simply let loose again. However, the whole subject will likely come up for discussion in the British Columbia branch of the Association, and later on by the whole Association.

PREPARATIONS FOR THE RECEPTION OF THE DUKE.

IN another column will be found a reproduction of the design for the arch which will be erected in honor of the visit of the Duke and Duchess of Cornwall and York to Toronto, together with the designs receiving the 2nd and 3rd prizes. Twenty-three designs in all were submitted for consideration by the committee, and some of them were very creditable, while others were of somewhat inferior quality. The committee were exceedingly pleased, however, with the design chosen, as they consider that it affords the best of possibilities for a most effective display.

The arch will span the road at the entrance of Queen's Park, just above College street. The total height of the structure from the top of the flag-pole to the ground will be 150 feet. The hollow space underneath will be 45 feet high, and 44 feet wide

at the base. The whole arch will extend 100 feet from side to side.

The keystone of the arch will represent the Union Jack, with the beaver at the base and the crown above. On top will be placed an immense globe with the figure of Canada prominent. The panel at the base of the fountains and abutments will represent the history of manufacturing in Toronto. The fountains will be decorated with flora, symbolizing the many lakes and rivers of Canada. All the architectural ornaments will be conventionalized from Canadian floral forms.

The flags shown in the cut will represent each of the British possessions. The coat of arms of the Duke of Cornwall and York will be prominent at each side of the entrance, and the committee feel confident that it will form one of the most impressive tributes to the Duke erected in the whole Dominion.

In addition to the arch, the architect, Mr. C. J. Gibson, of Toronto, was instructed to prepare plans for a suitable colonnade to extend from College street up to the arch. This will, no doubt, add very greatly to the effectiveness of its appearance.

A CANADIAN TRADE INDEX.

From The Monetary Times.

Clearly, Canada is making industrial progress, and her manufacturers are a strong guild. Clearly, too, Canadian manufactures are becoming known in distant parts, and their producers are bidding for foreign trade. The existence of such a noteworthy book as the newly-issued "Canadian Trade Index" is a proof of the determination of our manufacturers to enter the lists for world-wide trade. This volume is one of 400 pages, well printed and substantially bound. It is a classified descriptive directory of the 800 members of the Canadian Manufacturers' Association, containing a brief sketch of our leading articles of export trade and lists, alphabetically arranged, of articles made in Canada. These lists are given in Spanish and French, as well as in English, and the aim of the Association in publishing the book is also explained in the three languages. The choice of Spanish instead of German for the third language indicates an intention to exploit Canadian wares in South and Central America and Mexico. It is an education to the average man among Canadians to peruse this book, for he had no idea beforehand that so great a variety of manufactured goods are produced in Canada as the lists show. Thousands of copies are being sent abroad we are told, and a good feature is the inclusion, from page 80 forward, of a dozen inquiry forms in each copy, by means of which merchants abroad who desire Canadian goods may forward requests for particulars. The volume does great credit to the Manufacturers' Association, who have spared neither labor nor expense upon it. Not the least interesting feature is the 100 pages of advertisements, many of them intelligently illustrated.

THE CALL ON CANADIAN LUMBER.

THE Statistical Year Book of Canada for 1900, just received, contains some very interesting statistics concerning the subject of exports and imports of wood manufactures in Canada.

The leading items of interest may be quoted here to show the progress of the business in Canada. The various products are divided into forty-three items in the classification, many of which are very insignificant.

We give, therefore, the following table, containing the principal items, showing values of exports for the years 1891, 1894, 1897 and 1900.

	1891.	1894.	1897.	1900.
Logs, elm	\$ 155,503	\$ 152,221	\$ 77,978	\$ 74,721
Logs, pine	313,281	2,459,354	1,832,352	494,311
Logs, spruce	158,334	107,282	102,399	63,078
Deals, pine	2,891,798	2,751,069	3,276,087	3,276,516
Deals, spruce and others	4,817,322	5,567,631	7,094,485	8,287,960
Planks and boards	8,626,912	7,947,001	10,817,912	9,611,278
Total lumber	\$17,574,840	\$18,551,518	\$23,808,562	\$23,646,761
Shingles	438,929	754,743	1,201,366	1,131,506
Sleepers and railroad ties	310,676	131,795	229,780	221,906
Shooks, box	201,716	105,329	80,626	251,357
Total timber	\$ 3,084,200	\$ 2,590,542	\$ 2,289,063	\$ 2,013,746
Wood, blocks and other, for pulp	188,998	393,260	711,152	902,772
Total forest	\$24,282,015	\$26,355,448	\$31,258,729	\$29,663,663

In addition to the above are the manufactures of wood, the exports of which in 1891 were valued at \$1,024,448; in 1894 at \$1,348,199; in 1897 at \$1,652,317, and in 1900 at \$3,127,442. Of the above heavy increase almost the whole is due to the increased exportation of wood pulp, which jumped from a value of \$742,000 in 1897 to \$1,210,000 in 1898 and \$1,816,016 in 1900.

The two great customers of Canada are Great Britain and the United States. The Year Book gives the value of the articles exported to these two countries for 1899 and 1900, thus giving a comparison both between the years and the countries. From the items of forest products we select some of the leading items, showing the value of exportations to Great Britain and the United States respectively for 1900:

	Great Britain.	United States.
Logs	\$ 16,843	\$ 671,674
Pine deals	3,223,585	31,730
Spruce and other deals	7,522,397	351,562
Lath .....	...	466,909
Planking and boards	1,165,605	7,331,243
Scantlings	108,254	70,354
Staves	65,641	475,726
Sleepers and railway ties	1,899	220,007
Shingles .....	...	1,109,296
Shooks	121,713	59,899
Square timbers, white pine ..	1,182,048	2,041
Pulp wood	38,370	864,077

It will be seen from the above that Great Britain and the United States are practically equal in their requirements upon the lumber resources of Canada, though with Great Britain slightly ahead.

A VISITOR FROM AUSTRALIA.

The head office of the Association at Toronto is at present being favored by the visit of Herr Schmellitscheck, representing the Foreign Agency in Sydney, Australia, who is at present in this country for the purpose of making arrangements to handle Canadian goods.

Herr Schmellitscheck bears a letter of introduction to the secretary of the Association from Mr. J. S. Larke, Canadian Government Agent in Sydney, in which he is spoken of in very high terms. Mr. Larke mentions that the Foreign Agency Co. have valuable connections in Australia, more particularly in dry goods, etc., and Herr Schmellitscheck is an energetic agent, and has a high reputation.

He is open to receive communications from any Canadian manufacturers who think they could export from here to Australia, and have not at present a representative there.

All communications may be addressed to him in care of the Canadian Manufacturers' Association, Head Office, Toronto.

"INDUSTRIAL CANADA" COMMITTEE.

As our readers will notice, the present issue is marked by a new addition in the form of a cover. The design for this was chosen from a number submitted to the committee having the conduct of INDUSTRIAL CANADA in charge, and the design of Mr. John Russell, of New York, was awarded the prize of \$50.

It is hoped that our members will approve of the design chosen.

THE METRIC SYSTEM.

Messrs. Biggar, Samuel & Co., publishers of The Canadian Engineer, Toronto, have shown commendable enterprise in issuing a new chart of the metric system of weights and measures.

Starting in France a little over 100 years ago the metric system has made its way from one country to another until it is now used by 44 nations with an aggregate population of 485,000,000. All the great nations, except Great Britain, United States and Russia are now using it, and Russia is about to adopt it.

The Associated Chambers of Commerce of Great Britain have for years strongly urged it as the only means of saving British foreign trade from falling into the hands of nations who use the metric system.

It is founded on our decimal system of notation, and its striking simplicity is exemplified by the fact that Messrs. Biggar, Samuel & Co. have been able to give the entire system of weights and measures on their single chart with a clue to the equivalent English measures and weights. Ten minutes study enables one to understand the principles. It is shown that the measures of volume, capacity, area and weight are also related to the measures of length; that one affords a clue to the other, and makes the entire system wonderfully simple.

As the United States Congress at its next session is likely to pass the Act now prepared, rendering the metric system com-

pulsory, it will be seen that this subject is a live one for Canadians.

One remarkable fact connected with the progress of the metric system is that once a country has adopted it it has never been known to go back to its former clumsier system of weights and measures.

On the whole we most heartily approve the action taken by Messrs. Biggar, Samuel & Co. in issuing this chart, for which they are charging the nominal price of 10c.

NEW MEMBERS.

The following firms have been received into full membership in the Association during the past month:

- W. F. Villas, Cowansville, Que. Manufacturer of agricultural implements and school furniture.
- La Fonderie de Joliette, Joliette, Que. Manufacturers of mowers, rakes, threshing mills, ploughs, spring harrows and shingle mills.
- Pierre de Bacourt, Scott Junction, Que. Tinned butter.

THE EUROPEAN MARKET.

A correspondent in Vienna has furnished us with some interesting information as to trade conditions in certain European countries, parts of which may be referred to here:

Austria—Raw produce is paid against B/L. The following are some of the principal imports in 1900, in millions of crowns:

Cows' Hides	21
Lambs' "	13
Cotton seed oil	9.2
Linseed oil	4.6
Mother of Pearl	6.5
Resin	2.95
Turpentine and turpentine oil ..	3
Vitriol of copper	2

Oils must be quoted in German marks c.i.f. Hamburg.

Owing to the protective tariff in Austria not all articles can be imported on a large scale. The total imports in 1901 of manufactured goods amounted to about 700,000,000 of crowns. Manufactured goods are very little sold on cash terms. C.I.F. Hamburg prices will greatly facilitate business.

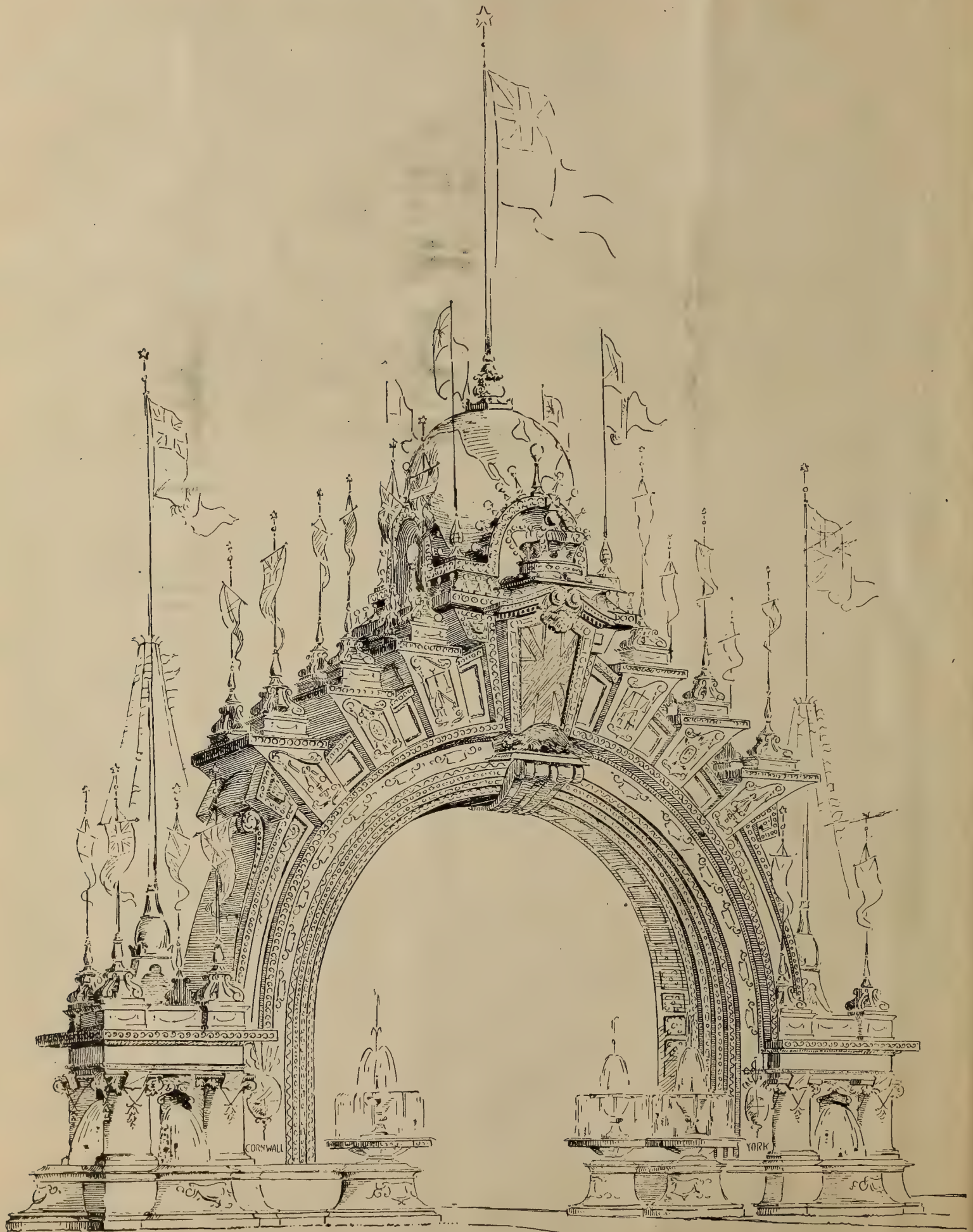
Other countries mentioned import principally alkali, chemical produce, coal, cokes, pitch, paraffine, copper, sulphate of copper, cotton yarns, sewing cottons, cotton fabrics of every description, jute and fabrics, ammonia, linseed oil, paints, wire, tin, worsted yarn, mohair yarn, woollen fabrics, firearms, cutlery, iron and steel ware of every description; in fact, all industrial articles.

No business of importance could be done unless on a credit and on a c.i.f. basis. Turkey, Greece, Spain and Egypt have long ago devastated their forests and buy ship cargoes of Austrian, Hungarian and Swedish wood, especially pine.

As a whole, it may be said that Austria will be a better ground for raw produce, while all the other countries, even those with high duty, must, more or less, import all manufactured goods.

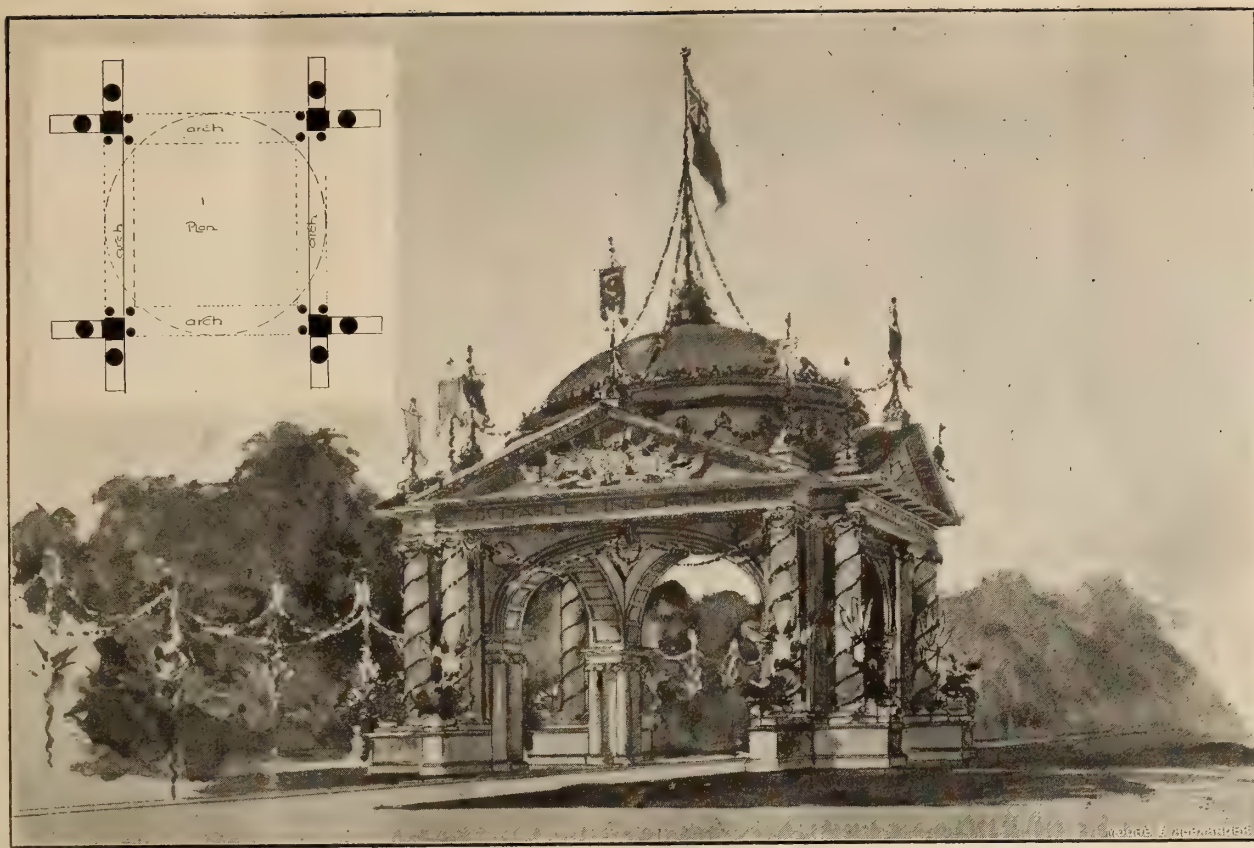
Our correspondent is head of a commission house in Vienna and has connections in all continental countries. Any firms wishing to correspond with him may obtain the address from the secretary of this Association.

Special Excursion rates for manufacturers to Montreal on November 5th and 6th.



C. J. GIBSON ARCHITECT

Design for Arch to be erected by the Manufacturers of Toronto in honor of the visit of the Duke and Duchess of Cornwall and York.
Awarded first prize of 5 per cent. commission on the work. Architect C. J. Gibson, Toronto.

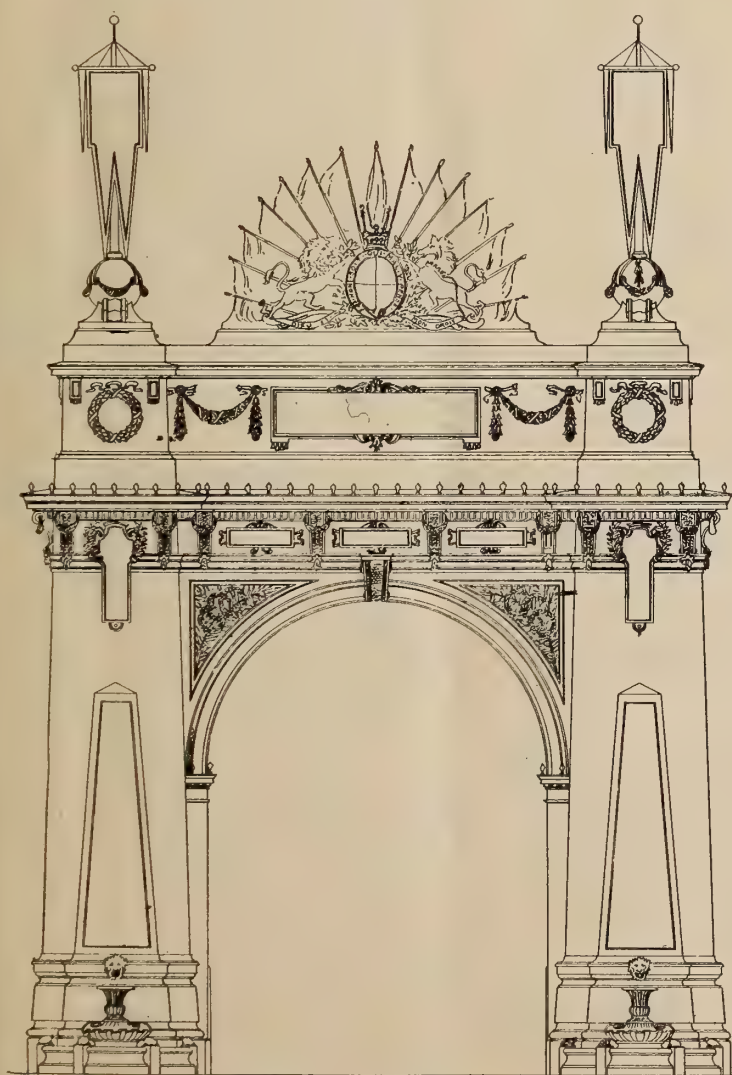


Awarded second prize of \$100 as design for decorations in honor of the visit to Toronto of the Duke and Duchess of Cornwall and York.
Architect, Henry Simpson, Toronto.

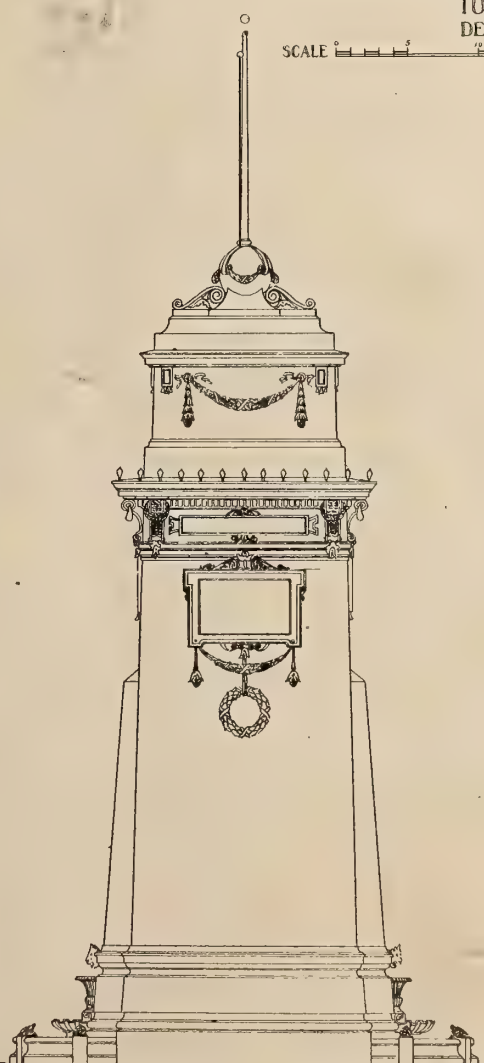
DESIGN FOR THE DECORATION OF
UNIVERSITY AVENUE FOR
THE CANADIAN MANUFACTURERS ASSOCIATION
TORONTO ONT.
DETAIL SHEET.

SCALE 1" = 10' FEET.

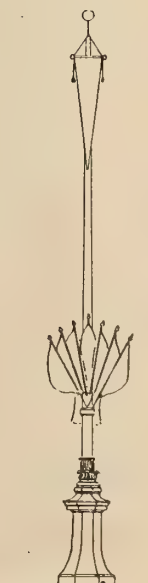
W. P. WITTON.
ARCHITECT.



NORTH & SOUTH ELEVATION.



SIDE ELEVATIONS.



DETAIL OF
MASTS.

Awarded third prize of \$75 as design for decorations in honor of the visit to Toronto of the Duke and Duchess of Cornwall and York.
Architect, W. P. Witton, Hamilton.

The Insolvency Laws of Canada.*

By the Managing-Director of the European Exporters' Association.

THE Congress of the Chambers of Commerce of the Empire, held in London last year, was strongly pervaded by patriotic and Imperial sentiment. Many of the resolutions proposed and adopted by the Congress were suggestive of the necessity for bringing the commercial laws and modes of procedure of the Mother Country and the colonies as far as possible into harmony.

Some of the delegates were anxious to pass a resolution which would insure a step being taken which might bring them within sight of a tangible instalment of the harmonizing legislation desired. To this end the writer framed the following, viz.:

"Whereas the trading relations between the Mother Country and the colonies are advantageously affected by wise legislation dealing with the question of the insolvency of traders, and whereas at present there is no uniformity in the law as between England and the colonies, it is desirable that as far as practicable any colonial insolvency legislation shall be based upon the principles and procedure of the English Bankruptcy Acts, with such modifications or improvements thereto as may be deemed in the best interests of the trading community.

"It is further resolved that the president nominate a committee to be composed of representatives from each colony and from the leading Chambers of Commerce in England, to confer as to the best methods of bringing the matter effectively before the various colonial Governments."

This resolution would doubtless have received the unanimous support of the delegates present; unfortunately, however, it was not on the printed agenda paper, and it was considered by the powers that be that the subjects already on the printed programme of the Congress would occupy more than the time at its disposal, and it was necessary, therefore, to exclude any extra subjects for discussion.

The connections between Great Britain and the colonies being so closely knitted together by commercial relations, everything tending to the removal of trading disabilities and the establishment of mutual confidence, should receive the most earnest and persistent advocacy of all true patriots. The subject of insolvency legislation is one intimately associated with these commercial relations. I do not desire to undertake any academic review of the laws of bankruptcy in general, but rather to devote a short space to the consideration of bankruptcy legislation in Canada, and to give a few illustrations from actual experience to demonstrate the absolute necessity of an immediate reform of the existing laws in that colony.

Canada includes various Provinces and Territories, each having a separate legislative jurisdiction and different laws affecting the rights of creditors and dealing with the estates of insolvents. Merchants, therefore, doing business with Canada, are greatly handicapped in their trading relations by the absence of a uniformity of procedure in connection with the affairs of their customers who may become insolvent. Local Legislatures responsible for these laws have no power to deal with the matter of insolvency in the respect most necessary for the protection of creditors, that is the compelling of an insolvent to hand over his estate for the benefit of his creditors generally, and providing for a discharge of the insolvent, and in other respects, their jurisdiction is deficient.

The Dominion Parliament possesses the supreme power of dealing with the subject of insolvency. Attempts have been made at various times to secure a reform of the existing inadequate bankruptcy laws. A measure was introduced by Sir Mackenzie Bowell in the Canadian Senate, in 1895, which contained provisions very similar to the bankruptcy laws of England, and which, if passed into law, would have, to a great extent, provided a method of dealing with insolvent estates, the result of which would have been very much in favor of creditors generally. This bill met with a great deal of opposition, largely from the banking section, and was eventually withdrawn. Later on, another bill on similar lines was brought before the Canadian Parliament by Mr. Fortin, one of the Liberal members of the House, and it was hoped that his bill would have received the endorsement of the Liberal Government. Mr. Fortin secured a large amount of support from important public commercial bodies, such as the Boards of Trade and others, but, in spite of all, he eventually withdrew his bill and gave up the quest.

It is difficult to understand the position which each successive Government—whether Liberal or Conservative—takes up in connection with the important subject of insolvency legislation.

Conservatives and Liberals alike have, when in opposition, expressed a desire to see a measure of reform carried, and have made various promises in this direction, but so soon as either party has got into power there has been shown a pronounced reluctance to deal with the subject. One cannot help coming to the conclusion that behind each Government there is some powerful force at work to prevent, if possible, any action being taken.

The reasons put forward for the non-intervention of the Canadian Government are somewhat ambiguous. It has been

stated that, were a Dominion insolvency law passed, an epidemic of failures would at once set in. No sound reason is forthcoming for this wholesale rushing into bankruptcy.

It would appear almost an axiom to the ordinary mind that were a strong and far-reaching measure passed, one that would deal severely with the fraudulent trader, this class would not be so very much in haste to bring themselves within the meshes of so wholesome a law, but, on the contrary, turn over a new leaf, if only for the sake of saving their own skins.

When Mr. Fortin decided not to present his bill to the Canadian House of Commons a third time, the reasons given were somewhat as follows:

1. That the Provincial laws governing the distribution of the property of an insolvent seemed to provide all that was necessary in the way of legislation.

2. Eminent legal authorities were unable to see how the position of creditors in insolvency cases could be improved by a Dominion insolvency law.

3. That many Canadian tradesmen commenced business on borrowed capital and transferred the notes of their customers to the banks as collateral security for advances made. When an assignment took place, there was no property to rank on other than the security in the hands of the banks.

Were legislation enacted it would prejudice the position of the banks and they might stop making advances.

With regard to point one I will merely quote from a resolution dated February, 1900, of the Board of Trade, Montreal, the city in which Mr. Fortin carries on his legal business:

"That the need for insolvency legislation is as urgent now as ever, the absence of such giving opportunity for unjust preference and fraud, which have a disastrous effect upon the commercial reputation of the country.

"That the council, therefore, renews its prayer for the passage of insolvency legislation, and hereby most earnestly urges the Dominion Government to take such steps as will insure the adoption during the present session of Parliament of a law providing for the equitable distribution of the assets of insolvency debtors."

In this connection it is well to remember that the laws relating to bankruptcy in the Province of Quebec, in which the city of Montreal is situated, are considered more favourable to the interest of creditors generally than those of any of the other Provinces.

As to point two, eminent legal authorities are ready to give an opinion pro or con as may be required, and the business com

* By permission of the author, from "Our Western Empire."

munity should not be shaken in their determination to have a Dominion Bankruptcy Law on account of such opinions.

Point three would appear to accentuate the necessity for new and equitable legislation. The banks are usually well able to take care of their own interests. The wholesale home trade, and those in the Mother Country who supply goods at long credit in perfect good faith, have certainly a right to a fair share of legislative protection.

The position taken up by the Montreal Board of Trade, clearly defined in the quotation from the resolution above alluded to, is fully borne out by the record of cases of insolvency which have occurred throughout the Dominion during recent years.

Debtors have been known to have obtained goods largely from Great Britain for a series of months prior to their actual assignment, to have placed these goods on arrival at the railway depot in Canada straight from the trucks into a bonded warehouse, and to have obtained advances of 60 per cent. upon their invoice value. This method of dealing with such purchases has been carried on up to within a short period of their bankruptcy. No registration is required by law of such matters. The only parties who are cognizant of these transactions are the consignee, the warehouseman, and, in most cases, the consignee's bankers.

Debtors have also been known to have had fairly large credit transactions with both home and foreign houses, and to have conducted a considerable turnover, and not to have shown any desire to keep a proper record of their business transactions. On making an assignment of their estate, the trustees have found themselves utterly unable to prepare from the books of the estate an intelligent statement of the affairs of the debtors. Considerable sums of money have been unaccounted for, and the whole method of the conduct of the business has been such as no honest or honorable trader would adopt.

The assets of one such debtor's estates were purchased by a relative, and an advertisement appeared in an Ontario newspaper stating that the "old, reliable firm" was to be found on the "old stand," that having bought the stock-in-trade from the trustee of the estate at — cents per dollar, they were now able to "eclipse all their previous efforts in bargain driving." Some of the creditors of the estate rather resented this advertisement as adding "insult to injury." It would be impossible in a space of a short paper to deal with the absolutely inequitable condition of the Canadian Insolvency Laws and the ease with which fraudulent traders are able to evade their just obligations under them.

There is only one remedy, and that is the passing of a measure by the Dominion Parliament, in which shall be incorporated the following provisions :

1. One insolvency law for all the Provinces and Territories of Canada. Such law, inter alia, to provide for :

2. The abolition of all preferential creditors, other than Governmental taxes, rent and wages.

3. The registration of all liens on goods, book debts or other securities, and secured creditors to rank only for their debt less a proper valuation of their security.

4. Liens and preferences given within a period of three to four months prior to an assignment or bankruptcy to be deemed invalid.

5. Provision against all fraudulent and preferential settlements.

6. Provision for the means of enforcing to a trustee duly appointed by creditors an assignment on their behalf of an estate of a debtor who is insolvent.

7. Provision of a public or other proper examination of a debtor before a judge or other authorized official.

8. In any appointment of official receivers, the rights of creditors to a proper supervision and control of estates to be safeguarded.

9. Traders to be compelled to keep proper books of account.

10. Provision to meet the notorious evil of traders insolvent or on the brink of insolvency ordering or receiving delivery of goods on credit from persons ignorant of their financial position.

11. Provision that where a debtor has obtained goods while insolvent within 60 days of his executing any deed of assignment, or presenting any petition for the administration of his affairs to any insolvency court, the creditor furnishing such goods should be entitled to the return of all such goods as are available when the insolvency is declared.

12. Provisions against the frequent case of sales en bloc of stock by traders insolvent, or on the brink of insolvency, before calling their creditors together.

In order that this may be accomplished, it is essential that there shall be a cohesion of all the forces in Canada and in the Mother Country interested in obtaining the reform desired.

Representatives from the principal Canadian Boards of Trade, the Manufacturers' Association and those capable of voicing the views of British houses doing business with Canada should meet and thresh out details of a measure which would provide a remedy for a large percentage, at any rate, of the existing evils. Spasmodic resolutions from different bodies have been found of no avail.

What is wanted is a united and forceful pronouncement upon this question to the Government before the next session of Parliament, which will leave no room whatever for any doubt as to the urgency and importance of promptly dealing with the matter.

November 5th and 6th are manufacturers' days at Montreal.

NEW CATALOGUES RECEIVED.

THE J. B. Armstrong Manufacturing Co., Limited, Guelph, Canada. We are in receipt of a very neatly bound little handbook, which the above company has been distributing at the Glasgow Exhibition, showing the different lines of vehicles in the white and carriages finished which they manufacture.

The Canada Radiator Co., Toronto and Port Hope, Ont. We are very pleased to receive the new catalogue of this company, which is carrying on its business with a great deal of enterprise. The catalogue is handsomely illustrated, and contains full information concerning the different varieties of radiators manufactured, including prices.

Goldie & McCulloch Co., Limited, Galt, Ont. The following catalogues have been received from this firm: "Wheelock" automatic engines, fire and burglar-proof safes, vault doors, etc.; "Ideal" High-Art engines, flour and oatmeal mill machinery, "Model" gas and gasoline engine, woodworking machinery. The goods of this company are well known to every manufacturer.

Newcombe Piano Co., Limited, Toronto. This company's new catalogue is artistically arranged and illustrated and gives a very fair idea of the different styles of pianos manufactured. Some reproductions of various medals won by this firm at different expositions are also presented. The book will, no doubt, prove very useful among foreign buyers, with which this company already does a large business.

H. W. Petrie, Toronto. We have received the price list of this firm for all sorts of belting, belt hooks, pulleys, grindstones, tools, water gauges, machine paint, etc.

P. E. Shantz, Preston, Ont. The folder issued by this firm for circulation among the farmers of Ontario will, no doubt, prove an excellent means of drawing the attention of the farming community to the excellence of the machines manufactured by this firm.

The Verity Plough Co., Limited, Brantford. We are in receipt of the new catalogue of The Verity Plough Co., for which Massey-Harris Co. are the sole sale agents. The catalogue presents a very handsome appearance, and is in keeping with the usual first-class style in which the above company carry on their business.

The Welland Vale Manufacturing Co., St. Catharines, Ont. The catalogue of this firm is an attractive book, and gives a full description of the various lines of axes, forks, handles, rakes, saws, etc., manufactured.

ADVERTISING CANADIAN MANUFACTURERS AT THE PAN-AMERICAN.

Members visiting the Pan-American will, perhaps, notice artistically arranged signs distributed in different parts of the Exposition directing inquirers for information concerning Canadian manufacturers to apply to the Canadian Manufacturers' Association, Toronto.

The Canadian Manufacturers' Association.

General Organization.—This Page is Published for the Convenience of Members in Making Use of The Association.

OFFICERS OF THE ASSOCIATION, 1900-1.

PRESIDENT:
P. W. ELLIS, - P. W. Ellis & Co., - Toronto.
FIRST VICE-PRESIDENT:
C. C. BALLANTYNE, The Sherwin-Williams Co., Montreal.
ONTARIO VICE-PRESIDENT:
CYRUS A. BIRGE - Canada Screw Co. - Hamilton.
QUEBEC VICE-PRESIDENT:
E. TOUGAS - P. D. Dods & Co. - Montreal.
NOVA SCOTIA VICE-PRESIDENT:
D. W. ROBB, - Robb Engine Co. - Amherst.
NEW BRUNSWICK VICE-PRESIDENT:
C. J. OSMAN, - Albert Mfg. Co., - Hillsboro.
MANITOBA VICE-PRESIDENT:
F. W. THOMPSON, Ogilvie Milling Co., Winnipeg.
BRITISH COLUMBIA VICE-PRESIDENT:
F. C. WOLFENDEN - Okanagan Flour Mills Co. Armstrong, B.C.
TREASURER:
GEO. BOOTH, - Booth Copper Co., - Toronto.
SECRETARY:
T. A. RUSSELL, B.A. - - - - - Toronto.

LOCAL BRANCHES.

Local branches have been established in Montreal, Toronto and Halifax, to deal with local matters affecting their respective cities or Provinces. The following are the chairmen of these branches:

CHAIRMAN MONTREAL BRANCH:
FRANK PAUL, Belding, Paul & Co., Montreal.
CHAIRMAN TORONTO BRANCH:
W. K. GEORGE, Standard Silver Co., Ltd., Toronto.
CHAIRMAN HALIFAX BRANCH:
A. C. STEVENS, Nova Scotia Furnishing Co., Halifax.

EXECUTIVE COMMITTEE.

Chairman—P. W. Ellis, of P. W. Ellis & Co., Toronto, President of the Association.

The Executive Committee acts as an advisory board to the general officers of the Association, receives and confirms or rejects reports from all subsidiary committees, and deals with matters of general policy affecting the Association. Any member is cordially invited to attend its meetings which are held monthly on the second Tuesday of each month at 2 p.m. in the Council Chamber of the Board of Trade, Toronto.

TARIFF COMMITTEE.

Chairman—Frederic Nicholls, of the Canadian General Electric Co., Toronto.

The duty of the Tariff Committee is to hear, consider, and act upon all applications from manufacturers who may desire the cooperation and assistance of the Association where concerted action may be deemed necessary in behalf of any particular industry, or of the manufacturing interests of the whole country. It is alive to any changes in the Canadian tariff and watches the interests of Canadian manufacturers and exporters.

RAILWAY AND TRANSPORTATION COMMITTEE.

Chairman—Archibald Campbell, Toronto.

The object of this committee is to deal with all questions relating to railways and transportation. It endeavors to secure equitable freight rates on Canadian railways, and may be appealed to by any member of the Association who wishes to have a grievance redressed. It deals with all such questions as the fast Atlantic service, the Pacific cable, the improvement of the canal system, and endeavors to have protection extended to lake, river and coast navigation.

PARLIAMENTARY COMMITTEE.

Chairman—C. H. Riches, Toronto.

It is the duty of this committee to watch the interests of the manufacturers in so far as they are affected by any proposed legislation and to take steps to protect same, and also to endeavor to secure the passing of such legislation as they may consider will be to the best interests of the manufacturers and the country as a whole.

COMMITTEE ON COMMERCIAL INTELLIGENCE.

Chairman—S. M. Wickett, of Bickell & Wickett, Toronto.

This committee has power to deal with such questions as the metrical system, moneys, weights and measures, industrial schools and schools of applied art, a national museum of manufactures and fine arts, expositions held in Great Britain and foreign countries, and the securing of all information that will be beneficial to Canadian manufacturers.

RECEPTION COMMITTEE.

Chairman—Thos. Roden, of Roden Bros., Toronto.

The business of this committee is to look after the reception and entertainment of distinguished visitors. It also arranges for special lectures and banquets from time to time as it may deem fit in the interests of the Association.

INDUSTRY AND MEMBERSHIP COMMITTEE.

Chairman—Jas. P. Murray, of the Toronto Carpet Manufacturing Co., Toronto.

This committee has power to devise means for securing new members and accepting the applications when submitted. It also deals with ways and means of extending the work of the Association in various directions.

FINANCE COMMITTEE.

Chairman—P. W. Ellis.

The object of this committee is to pass all accounts of expenditure by the Association and to deal generally with finance matters relating to the Association.

COMMITTEE ON TECHNICAL EDUCATION

Chairman—R. Y. Ellis.

This is a special committee to deal with ways and means of promoting of better technical education in Canada.

COMMITTEE ON "INDUSTRIAL CANADA."

Chairman—W. K. McNaught.

This committee has charge of the conduct of INDUSTRIAL CANADA and decides all matters affecting its general policy.

TRADE SECTIONS.

Special sections of the Association have been organized for the further looking after of the particular interests of each section. The following are the different sections organized, together with their respective chairmen:

Woollen Section—J. B. Henderson, of the Penman Manufacturing Co., Paris, chairman.

The Agricultural Implement Manufacturers' Section—Jas. Maxwell, of David Maxwell & Sons, St. Marys, chairman.

Piano Manufacturers' Section—O. Newcombe, of the Newcombe Piano Co., chairman.

REPRESENTATIVES TO THE TORONTO INDUSTRIAL EXHIBITION BOARD.

The following have been appointed representatives on the Toronto Industrial Exhibition Board:

W. K. McNaught, of the American Watch Case Co., Toronto.

Geo. Booth, of the Booth Copper Co., Toronto.

J. O. Thorn, of the Metallic Roofing Co., Toronto.

Fred. Nicholls, of the Canadian General Electric Co., Toronto.

R. E. Menzie, of the Menzie Manufacturing Co., Toronto.

J. N. Shenstone, of the Canada Cycle and Motor Co., Toronto.

Jas. Tudhope, of the Tudhope Carriage Co., Orillia, Ont.

T. L. Moffatt, jr., of the Moffatt Stove Co., Weston, Ont.

Jno. Tilden, of the Gurney-Tilden Co., Hamilton.

O. Newcombe, of the Newcome Piano Co., Toronto.

R. B. Andrew, of the Bell Organ and Piano Co., Guelph.

F. B. Fetherstonhaugh, of Fetherstonhaugh & Co., Toronto.

BRANCHES OF WORK.

COMMERCIAL INTELLIGENCE BUREAU.

This department is devoted to the furnishing of commercial information to members, such as lists of importers, etc., in foreign countries, information re Customs tariffs, statistics relating to Canadian trade, etc.

FINANCIAL REPORTS.

The Association has made arrangements to supply its members with reliable reports on the financial standing of foreign firms at absolute cost price.

ASSOCIATION ROOMS.

The offices of the Association at Toronto are at the disposal of any member when in that city. The daily newspapers from all the principal cities of Canada are there kept on file, together with the leading trade journals of Canada, the United States and Great Britain.

EXPORT TRADE.

The Association endeavors in every way possible to assist members in developing foreign trade. It has its own representatives in countries to which Canada exports, who keep it supplied with useful information. Catalogues of members are distributed among foreign buyers and The Canadian Trade Index has been circulated extensively throughout the world. Inquiries for Canadian trade are handed over to manufacturers likely to be interested, and foreign buyers visiting this country are rendered every assistance in getting in touch with members.

PUBLICATIONS ISSUED.

Canadian Trade Index, or, Membership Directory of the Association, distributed free to buyers in Canada and foreign countries.

INDUSTRIAL CANADA, the official paper of the Association, published monthly, and devoted to furnishing members with a regular account of the work being carried on by the Association and other interesting information.

FOREIGN TRADE NEWS.

TRADE INQUIRIES.

NOTE.—For further information regarding any inquiry mentioned on this page, apply to the Secretary, at Toronto.

Agents.—A Manchester firm desire to take up the agency in Lancashire of a Canadian leather and boot and shoe exporter.

A well-known firm of stationers in London are open to take up the agency for England for any Canadian specialty in their line of business.

A London firm contemplating doing a freight business between Cape Breton and the United Kingdom desire to get into communication with firms there requiring representation in Great Britain.

Inquiry is made for Canadian firms of good standing who require commercial houses to act as agents for any kind of Canadian produce, and to look after their interests in London.

Bacon, Butter, etc.—A provincial correspondent of the High Commissioner asks to be placed in communication direct with exporters of Canadian bacon, butter, cheese and other dairy products.

Bedroom Furniture, etc.—A firm in Manchester, England, wishes to be placed in communication with Canadian manufacturers of bedroom furniture, sanitary woodware, undertakers' goods, wood screws, wood specialties, etc. Everything must be in the knock-down.

Cheese Box Wood, etc.—The names of Canadian exporters of cheese box wood and hoops for barrels are asked for.

Furniture.—The names of reliable furniture manufacturers in Canada are asked for by a west of England firm, who also have a branch in South Africa.

Iron and Steel Work.—Inquiry is made for names of manufacturers in Canada of iron and steel work, cast and wrought iron piping, steel plates, steel angles, etc.

Lumber.—The names of some Canadian lumber merchants are asked for by a Danish house which wish to export spruce for racing oars.

Meat Meal.—Inquiry is made for Canadian manufacturers, if any, of meat meal, the residue of meat after extraction, or of sheeps' heads prepared for such purposes, the articles being used as a mixture for poultry food.

"News" Paper.—A Manchester firm asks for the addresses of Canadian paper mills supplying "news."

Pressed Hay.—A Glasgow house asks for the names of a few exporters of hay in pressed bales.

Produce.—A foreign and colonial merchant in London is desirous of acting as agent on commission for produce firms in Canada exporting to the English market.

Wood Pulp.—A large firm in Wiesbaden, Germany, desires to be placed in communication with Canadian exporters of pulp of various qualities, together with quotations.

AN OPENING IN AUSTRALIA.

One of our Ontario members has requested us to state in these columns that they have received a communication from their agents in Melbourne, Australia, asking them to place them in communication with Canadian manufacturers in certain lines who wish to sell their goods in the Australian market. They mention furniture particularly, but think they would take agencies for almost any manufacturing line.

Any member wishing to communicate with this firm can obtain the address on application to the secretary.

SOUTH-AFRICAN AGENTS.

The following letter will probably prove of interest to some of our members:

Cape Town, July 10, 1901.

Secretary Canadian Manufacturers' Association, Toronto.

Dear Sir,—We have perused with interest "The Canadian Trade Index," and, as we are represented in every part of this country, we would always be glad to hear from any Canadian manufacturers or packers who would like to push their goods in this country.

Our head office is Otto Peyke & Co. and Sohn, Davenport, 14-17 Hamburg, Germany.

This country imports practically everything, and it seems to us the Canadians should not neglect a market which has been a gold mine to the Englishman, and is now being rapidly exploited by Americans and Austrians.

Hoping to be of some use to you, we remain,

PEYKE & Co.

AN OFFER FROM AUSTRALIA.

The following offer from the editor of Australasian Hardware and Machinery should be considered by every Canadian manufacturer who exports hardware or machinery to Australia. He states that, while the business manager of the paper will, of course, be pleased to quote for advertisements, he, as editor, will be glad to have early information of any projected enterprise in Australia. If new lines are brought out

which are likely to be saleable there, it would be a good thing to send them details and perhaps an electro. It is suggested that any members who are manufacturers of machinery or electrical goods should place Australasian Hardware and Machinery on their mailing list, so that copies of their latest catalogues or circulars should come to them without the principals having to think about it. As the readers of Australasian Hardware and Machinery include many machinery merchants, this means that anything capable of being used by manufacturers in these colonies is of interest, and they are in a position to introduce new lines in any possible direction.

With reference to The Australasian Grocer, they would like to be put in touch with the canning factories, especially for salmon and lobster; and, for The Draper of Australasia, with Canadian manufacturers of men's wear. All Canadian manufacturers are invited to write for any information they may desire concerning the Australian market.

Any members wishing to correspond with them should address Australasian Hardware and Machinery, Finks Buildings, Elilabeth street, Melbourne, Australia.

OF INTEREST TO EXPORTERS.

WE are in receipt of a communication from a large and well-established firm of commission merchants in London, England, who are just beginning to pay attention to the development of Canadian trade. Formerly they have been handling large quantities of United States raw and manufactured products, distributing them throughout the United Kingdom, to Australia, New Zealand and South Africa.

Their business is described as a general one, and consists in finding buyers for every description of goods required in the markets mentioned above. Whatever merchants exporting wish to buy, it has been their business to find and endeavor to sell to them.

They state that through long-established connections they are in a position to get freight favorably arranged for, as they personally know all great colonial shipowners and are on the best terms with them. They further possess a knowledge of the goods that are likely to sell, and all the best and largest buyers. These they can reach either through their English representatives or through direct means.

They have, for example, at present, inquiries out in the United States for machinery, steam or oil launches, wood mouldings, for soft goods suitable for the Victorian market, for news paper, for hoop steel, for well-boring and factory iron, for scrap steel shearings, for ship lights, etc.

These they mention as a few of the inquiries they receive regularly, and state that

they have recently put through orders for seed drills which ran up to \$15,000 and went to New Zealand. Next year they anticipate the order will be for \$20,000 at least. They are now shipping ploughs from New York to New Zealand, and are always passing orders to that city in hardware lines, tools of various descriptions, broom handles of all kinds, doors, sash, clothespins, washboards, etc.

They have sold large quantities of preserved canned goods, apples, fine timber in every form, and kerosene; in fact, every conceivable class of goods.

They state that their senior partner introduced the McCormick harvester and binder to Australia, and introduced, also, American granulated sugar, glucose and grape sugar, and pine doors to London buyers. Flour, also, has been sold in large quantities to South Africa. Last year sales were made for over 30,000 tons of steel tinplate bars for Australian firms and for delivery into South Wales and the midland counties of this country.

Canadian manufacturers are cordially invited to communicate with them, furnishing them with copies of their trade catalogues and prices of goods and the terms upon which they purpose doing business. They act merely as manufacturers' agents.

For any further particulars regarding this firm apply to the secretary, Canadian Manufacturers' Association, Toronto.

AN INQUIRY FOR STRAW-BOARDS.

We are in receipt of an inquiry from a correspondent in Belfast, Ireland, for Canadian manufacturers of straw-boards in various weights, similar to a specimen submitted.

They state that there is a very large importation of these boards into Ireland which hitherto have come from Belgium, but are of opinion that Canada should be in a position to compete to advantage in the manufacture of this article.

They require quotations c.i.f. Belfast.

The address may be obtained from the secretary.

A WORD FROM JOHANNESBURG, SOUTH AFRICA.

The secretary is in receipt of a letter from J. W. Taylor, Johannesburg, who is representing a number of our manufacturers there. He states that he has recently received a large number of inquiries for Canadian furniture, and offers to distribute judiciously to the right parties catalogues, price lists, etc., of Canadian manufacturers. Although furniture is not in his line, he will be pleased to promote more extensive trade in South Africa.

Mr. Taylor mentions that there will shortly visit Canada, Challis, Natal Government dairy expert, to whom he is giving a letter of introduction to the Association, asking us to refer him to the best makers of

dairy machinery. He enclosed also a menu of the first Canadian banquet held in South Africa on July 1, last, which was a great success. Incidentally, he says that the notes on the subjects, etc., were lost owing to the reporter going to sleep. Mr. Taylor closed by saying that Canadian manufacturers have a great future in South Africa, if they will only wake up. He speaks in high terms of Mr. Cummings, the Canadian Government agent, and says that the Government showed good judgment in appointing him commissioner to report on trade in that country.

LEATHER WANTED.

We have received a communication from a firm in England who desire to handle leather for Canadian firms. They state that they can influence the sale of any kind of leather and store same and report on sales. Goods are to be delivered in England free of all charges of freight, etc. They are able to furnish a guarantee as to their position for any stock or for sale or return of same. Every kind of leather could be sold.

They require a commission of 3¼ per cent. on the gross returns and cost of storage.

Their address may be had from the secretary of this association.

WISH TO REPRESENT PLUMBERS AND BRASS FOUNDERS.

A firm in London, England, write us stating that they have been referred to us by Mr. Moore, of London, E.C., and asking for the best means of getting in communication with Canadian manufacturers, as they are desirous of arranging with a firm of plumbers and brass founders to represent them in England. Their connection is of 20 years' standing, and lies amongst the largest buyers of plumbers' and brass founders' goods, so that they think they can promise a smart enterprising firm a good safe business.

Members wishing to communicate with these firms can obtain addresses from the secretary.

GROWTH OF MANUFACTURING IN CANADA.

The following table illustrates the growth of exports of Canadian manufactures. In each case, the amount of exports in 1868 is represented by 100, and the amount of total exports at quinquennial periods following, and for 1900 and 1901, are represented by numbers proportional to 100:

Total Exports.	Manufactures Exported.
1868.....100	1868.....100
1873.....154	1873.....172
1878.....138	1878.....224.5
1883.....170.5	1883.....196
1888.....157	1888.....220
1893.....206	1893.....404
1898.....285.5	1898.....565
1899.....276.5	1899.....610.5
1900.....285.85	1900.....644.71
1901.....307.78	1901.....762.34

CORRESPONDENCE.

DOES NOT LIKE THE USE OF THE TERM "AMERICAN."

Editor INDUSTRIAL CANADA:

Dear Sir,—One would almost think, to hear the people and press of the United States talk about the **American** nation, the **American** flag, **American** trade and **American** this, that and the other, that Uncle Sam had succeeded in ousting the Canadian nation off the American continent altogether, and had appropriated it as his own exclusive property. A United States trade journal informs us that **America** has sold a large quantity of goods to Canada. But where, we ask, is Canada? On reference to the map, we find that Canadian territory occupies a good half of the continent of North America. The geography of our United States journal is, therefore, defective on this point, as he apparently thinks that the United States is coextensive with America, or else that such countries as Canada and Mexico are too insignificant to be worthy of his notice. One might rather say that the use of the term American by our neighbors to the south as applying to themselves exclusively is a pure usurpation on their part of what does not belong to them, and may be ascribed to the two chief primary causes of ignorance and conceit.

But not only is the use of this term a usurpation by the people of the United States, it is also a positive injury to Canada both at home and abroad. Consider first its effect on Canadian foreign trade. The people of the United States are known abroad as the **American** people, their goods as **American** goods. They possess at the same time, the advantages over Canada of a much larger population and a greater commercial development, so that they appear much bigger in the foreign eye. The consequence is that Canadian goods often meet with difficulty in being classed as such in foreign markets. They are merged with those of the United States and dubbed "American," and in this way United States exporters often receive credit for Canadian goods, which are superior to their own. This is a real hindrance to the advertising of Canadian goods abroad.

But, while we cannot do much more than deplore that this is the case abroad, so far as a remedy there is concerned, it would seem that at home, at least, there is great room for immediate practical improvement. It is somewhat surprising to pick up a leading Canadian daily, one of the educators of the people, and find the term "America" or "American" used at least 15 times in a half column editorial. The whole press of Canada, with a very few exceptions, may be said to be guilty in this matter, and the result now is that the term is almost as common in Canada as in the United States. Improvement, therefore, should begin at home, and if the press were only to unite on the matter a great deal could be done. Surely, the independence and self-respect of the Canadian nation, as well as regard for the best interests of her trade and commerce at home and abroad, demand that some effort be put forth to check the spread of this popular error of speech and to retain for Canada her just rights, both in name and in deed.

CANADIAN.

Openings for Canadian Trade.

For Use in India.—Ardashir Nowrojee & Co., importers, of Bombay, India, write to *The Manufacturers' Record* that the articles in which they are principally interested are provisions, canned goods, confectionery, lubricating oils, paints, leather beltings, packings, etc, mill furnishing stores, chemicals, coal tar, coal pitch, resin and turpentine, general hardware specialties, builders' hardware, shelf hardware, heavy hardware, coach ironmongery and bent wood-work, patent medicines, lampware, glassware and enamelware, surgical instruments, electric novelties, smallwares and handy things, stationery, pens and ink, cheap cycles, motor cars and sewing machines, cheap windmills and accessories, cheap India rubber, surgical and mechanical goods.

Imports of Metals and Machinery Into Japan in 1900.—A report of the United States Consul-General, E. C. Bellows, at Yokohama, on Japanese trade for 1900, shows considerable growth of the trade of United States goods in Japan. The statistics of imports of foreign goods into that country last year show that she imported from the United States goods to the value of \$31,255,075, standing next on the list to Great Britain, which sent \$35,675,833 worth.

Some of the chief articles of import were: In iron, pig and ingot, plate and sheet, galvanized and corrugated, iron screws, wire and small rod iron, steel, other than the mild steel and tinned plate or sheet, bar and rod iron, rails, electric light wire, telegraph wire, and materials of bridges and buildings, iron pipes and tubes, brass tubes, copper tubes, lead, bicycles, electric light apparatus, mining machinery, paper-making machinery, watchcases, clocks, sewing machines, fire engines and pumps, spinning machinery, steam boilers and engines, belting and hose for machinery, telephones and turning lathes.

A Consul's Query.—The following advice from the United States Consul in Birmingham to home manufacturers is interesting: "The American manufacturers and merchants frequently open correspondence with United States Consuls with the sentence, 'Being desirous of taking advantage of the rapidly growing demand for American products, etc.' There is for American goods no foreign demand of the shake-the-tree kind these inquiries have in mind. The sales of our goods of all kinds are based on the merits and low prices of the articles, after energetic salesmen have made active demonstration of good points. I cannot understand the mental attitude of those American manufacturers who employ travelling salesmen to get trade in America, paying good salaries, and allowing liberal sums for travelling expenses, yet wish to do business by correspondence in foreign countries.

Why don't they imagine they can trade successfully in Great Britain, Germany or any other European country without employing their own travellers, when the necessity of having them is the first principle of their home business?"

Trade in Australia.—A correspondent of *The British Trade Journal* states that never was the trade outlook in Australia brighter than at the present moment, despite the uncertainty prevailing with respect to the probable character of the Federal tariff.

All the great United States agencies have their principal offices in Sydney, and everything is being done to push the sale of goods throughout the Commonwealth, especially in boots and shoes. These latter are not lower-priced nor superior in quality to the British article, but they are got up in a very stylish manner. There is certainly an immense variety of makes.

All the Australian boot and shoe factories are working full time, and importers declare that they have not reduced their home orders.

In the saddlery and leather trades, generally, great activity prevails. In Victoria, restrictive legislation in the interests of local trade unions is interfering largely with the introduction of improvements in the work of manufacturing productions, and, in some trades, competition with imported goods on which heavy duties are levied is becoming impossible. Trade unionism, unwisely directed, is playing into the hands of oversea manufacturers, and, no matter what may be the nature of the Federal tariff, the volume of Australian imports will continue to show a large annual increase.

Increase in British Hardware Imports.—The British correspondent of *The Iron Age* mentions the fact that during the first half of the year the value of British imports of hardware amounted to no less than \$2,500,000, compared with \$2,100,000 during the same comparative period of 1900. However, they still continue to buy in growing quantities electrical goods and apparatus, the figures for the six months amounting to over \$2,750,000, compared with \$2,100,000 during the first six months of the year 1900.

Wants Cotton Sheetings.—Samples and prices of cotton sheetings are desired by Claes G. de Peyron, of No. 1 Rue Jemmapes, Marseilles, representing one of the most important importing houses of the Red Sea.

Bills will be paid against the delivery of documents, and, if satisfactory terms can be made, purchases amounting to 2,000,000 francs (\$386,000) per annum will follow.

A United States Idea for India.—A United States consul at Calcutta is in favor of a location of an exhibit or museum of United States manufactures in that city. To support his argument, he reports that \$250,000,000 worth of various products were imported into India during the year ending March 31 last, of which less than 2 per cent. were from the United States.

He believes that an exhibit properly arranged would increase the interest of Indian buyers of American goods, while return cargo for the steamships could be secured in the form of jute, hides, indigo, tea and other products, which are purchased largely by United States customers.

Opening for Bags in Hungary.—The United States Deputy Consul-General at Frankfort states that Hungary, which has a flourishing milling industry, would now be a good market for flour bags and sacks, as Austria has raised the price of these articles, so that, in spite of the import duty on the foreign bags, 1,200,000 sacks have come in from Germany.

Agricultural associations exist in all districts in Hungary, and purchase sacks, implements, etc., for their members. These associations have a central representation at Budapest, called the "Landesagricultur-Verein."

Knitted Goods and Hosiery.—There seems to be a good demand for knitted goods and hosiery in Brazil. Brazilians of the better class wear vests of light woollen flannel, the demand for these being only partially met by native industry. Knitted goods, vests and cotton shirts are worn to a great extent by the working classes, both in the coast towns and in the interior. These shirts, which are known as "camisolas de meia faicas," form an important article of trade. They are made in natural colors, or with a small printed pattern, with or without collars, with watch pocket, tasselled cord, and a kind of cravat.

A TIMBER MERCHANT TO VISIT CANADA,

We are informed by Mr. Harrison Watson, of the Imperial Institute, London, that Mr. W. H. Latchford, who is a timber merchant in London, W. C., intends visiting Canada in September next, with the object of making arrangements for obtaining supplies of shooks for fruit and egg cases.

On behalf of a friend of his who has spent some years in South Africa and who has started a United Kingdom and South-African business, he also wishes to make negotiations to secure an agency in leather, apples, lobsters, cheese, flour, furniture, doors and woodenware.

Mr. Latchford will be in Montreal, Ottawa and Toronto, and if any of our members wish to take up the matter with him there will be ample time for them to communicate with him or to arrange to see him when in Canada.

CANADIAN ENTERPRISE.

Notes, Industrial, Financial and Commercial.

Wood Pulp Manufacture.—The manufacture of wood pulp has of late years assumed such an important place among the industries of Canada that the following facts may prove interesting :

The growth of coniferous timber is so extensive that the supply is practically unlimited, while, as to quality, paper-makers are said to prefer the product of Canadian white spruce to that produced either in Norway or Sweden, and in England, particularly, the former fetches a better price.

In 1894 the United States purchases from Canada of wood for the manufacture of pulp, and of the pulp manufacturer, were of about equal value, or, say, \$369,000 each.

In 1898 the value of the former had risen to \$876,000, as against \$534,000 for the latter, and thus showing the need for restrictions on the export.

The largest pulp-producing district in Canada is Quebec, her timber is plentiful, and of good quality, water courses are numerous and convenient for its carriage, while the power generated thereby is sufficient for all the necessary works.

The force to be derived from the rivers flowing into Lake St. Jean alone have been estimated by Government examination to be equivalent to 700 h.p.

The Salmon Pack.—Most encouraging reports come from British Columbia with regard to this year's salmon pack. On the Fraser river the boats have averaged 300 to 400 fish some nights. Many are said to have obtained as many as 600 and 700.

There are more fish running into the traps than the canneries there utilize. It is said that never in the history of salmon packing has there been such an enormous run as has been experienced this season.

It is declared that the trap of one company alone would yield about 500,000 salmon per day, if all the fish were taken and used.

South Shore Railway.—The Government of Nova Scotia has made a contract with Messrs. Mackenzie & Mann to build a south shore railway, as announced in the press. The line will run from Halifax to Yarmouth, with branch lines to such other places as is decided upon by the Lieutenant-Governor-in-Council, and the company is incorporated under the name of the Halifax and South-Western Railway Co., and has conferred upon it the usual powers and privileges granted by acts of Legislature of the Province of Nova Scotia for the purpose of constructing railroads in that Province.

The Canadian Niagara Power Co.—We learn from The Iron Age that The Canadian Niagara Power Co. have appointed Cecil B.

Smith, late assistant city engineer, to be resident engineer of that company, and he will have charge of the new power development on the Canadian side of the Falls. Mr. A. Munro Grier, of Toronto, has been appointed resident solicitor of the company, and he will be located on the Canadian side of the Niagara.

The shaft that is being sunk preparatory to the tunnel construction has reached a depth of nearly 100 feet.

Tenders will soon be received for the construction of the first section of the proposed wheel pit. The length of this initial section will be about 250 feet, while its approximate depth will be 200 feet. Between this wheel pit and the gorge of the lower Niagara River a tunnel having a length of about 2,200 feet will be constructed. The section of the tunnel will be somewhat larger than the section of the tunnel of the Niagara Falls Power Co. on the New York side, but its length will be less than one-third that of the New York side tunnel which will greatly lessen the cost of construction. It is understood the entire capital necessary for the construction of the work has been oversubscribed, and that an allotment of debentures was made a few days ago.

Coal Deposits in Shefford.—The Montreal Daily Star reports that capitalists both in Montreal and Quebec are at present greatly interested in the news of the discovery of coal near the town of Stukely, in Shefford county. The town has already become well known for its copper mines. For a number of years past, experts who have examined the ground have stated that pit coal could be found. Lately, an old Pennsylvanian miner, who owns some property in the district, after making a summary examination, found that the mountain slopes abounded in layers of the pit coal.

Specimens of the mineral found were sent to the Geological Survey, at Ottawa, and Mr. G. C. M. Hoffman, assayer of the Survey, submitted the following report on the examination made :

"The specimens of the material mentioned in the letter of Mr. Bouchette are composed of black and grey schist of a highly combustible nature and containing 18.75 per cent. of carbon. Among the fragments was found one in particular of a very combustible nature. When burned in a covered pan it lost 18 per cent. of the inflammable matter and left a very hard ash. When it was burned in the open air it lost 48 per cent of carbon, leaving 36 per cent. of a brown and grey ash."

There is some talk of forming a company in order to develop the find.

New Settlers for Manitoba.—The official figures will probably show that in the fiscal year 1900-1901, 32,000 immigrants for Manitoba and the Territories were reported at the Winnipeg agency. It is learned from the Customs returns and other sources that about 8,000 more entered the country at points west of Winnipeg, notably in Southern Alberta, making a grand total of 40,000.

Of the 32,000 who reported at the Immigration Commercial Office in Winnipeg, nearly 9,000 came from the United States. Of these, 5,200 were citizens of the United States, and 3,600 persons coming from the United States, but not Americans by birth or naturalization.

There is reason for believing that about 5,000 immigrants from the United States entered the country at points west of Winnipeg, so that the whole immigration from across the line amounted to 14,000.

Estimates of Manitoba's Crop.—"After an exhaustive inquiry made by our special grain commissioner into crop conditions in the most important sections of the wheat-producing portion of Western Canada, and a careful study of the vast amount of information presented by us, information of the highest reliability, from the editors of the western press, from our regular correspondents, from elevator and milling companies, from railway and Government officials, and from prominent business men and farmers, The Free Press estimates that, provided no adverse conditions prevent the safe harvesting of the standing grain now rapidly ripening in the fields, this year's yield of wheat in Manitoba and the Northwest Territories will approximately amount to 52,000,000 bushels."—Manitoba Free Press.

"The financial results from this year's crop will, I think, bring forward this small Province of Manitoba as one of the richest agricultural districts of the world to-day, and less than one-tenth of the producing lands are under cultivation. The day is not very far distant when Manitoba will be producing as much wheat as the entire spring crop of the United States. At least I hope to live to see that day."—F. W. Thompson, General Manager of the Ogilvie Milling Co.

Large Timber Contract.—Mr. F. H. Clergue, of Sault Ste. Marie, Ont., has recently signed a contract with H. R. McLellan, of St. John, N.B., by which the latter undertakes to cut and skid 300 cords of hardwood per day for two years. This wood is to be used for the purpose of making charcoal for the steel plant at the

"Soo," and at the same time the by-products will be extracted and utilized for commercial purposes by the largest carbonization plant in the world.

This contract is by far the largest of its kind in the world, but 300 cords of wood per day is not by any means the quantity that Mr. Clergue's works will really have the capacity to consume, which would be more like 600 cords per day. The wood is to be obtained from Mr. Clergue's own land, along the Algoma Central Railway, where the supply is practically unlimited. The men to cut and handle the timber will be brought from Northern Maine and New Brunswick, and work will commence at an early date.

Production of Nickel.—Nickel was first worked in Canada in 1887, and now this country furnishes 40 per cent. of the nickel of the world. In the Sudbury district, less than one dozen mines are at work, and turn out 700 tons of ore per day, running usually about 3 per cent. of nickel.

AN INDUSTRY EXPANDING.

LARGE ADDITION TO THOMAS' ORGAN FACTORY AT WOODSTOCK — FLATTERING TESTIMONIALS IN REGARD TO THE FIRM'S EXHIBIT IN GLASGOW.

THE contract will be let this week by the Thomas Organ Co. for the erection of a four-storey addition to its factory. The new building will be 80 by 50 feet in dimensions and will stretch north from the present factory along Brock street. The company has bought the vacant lots to the north between the G. T. R. and the C. P. R. tracks. A 100-horse-power engine and an electric-light plant will be installed. There will be a large addition of the latest machinery, and new offices, a new engine-house and a new elevator will be built.

The increased business of the firm has made this expansion necessary. During the past week several applications have come in from foreign agencies for the privilege of handling the company's instruments, two from Holland and one from Sweden. The exhibit being made at the Glasgow Exhibition has proved an excellent advertisement. Over 20,000 catalogues of neat design, with two figures of Canadian soldiers in khaki and the Canadian coat-of-arms on the back, have been distributed, as well as a large number of circulars, all of which serve to advertise Canada as well as the firm.

A well-known English musical house wrote as follows the other day: "We wish to congratulate you on the beautiful cases you have prepared and forwarded to Glasgow; without a doubt they are very fine, and without wishing to disparage any other exhibitor in the same line, we have already declared on the spot that you hold the finest array of organs in the exhibition buildings, and before long we shall make it known that by general consent the Thomas organs are acclaimed as such."

The well-known English journal *Music* says, in speaking of the exhibition: "Mr. Dunlop and Mr. Sykes, the energetic and resourceful representatives of the Thomas Organ Co., must be congratulated on the collection of instruments they have prepared."

AT THE GLASGOW EXHIBITION.*

A British Interviewer of W. D. Scott Receives Some Revelations.

CANADA has not only secured the distinction of having the largest and most comprehensive display made by any one colony or foreign country at the Exhibition, the space occupied by the Canadian Court in the Industrial Hall and by the handsome Canadian Pavilion in the grounds being upwards of 22,000 square feet, but by reason of the attractive character of its exhibit it has also won a somewhat remarkable share of popular patronage. The Pavilion in particular is nearly always thronged by the curious, and the prevailing impression produced upon the visitor seems to be one of astonishment. For the popular mind exchanges old ideas for new but slowly, and the time-honored convention that associates Canada with the reindeer and the bear, and the heroic adventures of fur-hunters, still survives sufficiently to give such a demonstration of the country's real resources and activities as one finds at Kelvingrove the force of a startling revelation. From the point of view of the Mother Country, it is gratifying to see the oldest of her colonies so worthily represented, and the Dominion Government, which has charged itself with the exhibit, may be credited with adding one more to its many acts of loyalty, but in a case of this kind there is generally a more substantial motive than pure sentiment at the back of things, and I accordingly sought an interview with Mr. W. D. Scott, the Chief Commissioner of the Canadian Section, to learn something definite and authoritative about the aim and purpose of Canada's remarkable display.

The Commissioner's elucidation was laconic. It was summed up in the one word "business."

In further explanation, Mr. Scott continued: "Our purpose is two-fold. By showing some of our principal products, natural and manufactured, we wish to let the people of the Old Country—and especially possible settlers—see with their own eyes how varied the resources of the Dominion really are. Of course it is only the character of these natural resources, embracing minerals, timber, fish, agricultural produce, fruits, furs, and so on, that can be indicated. Their vast extent is a matter of statistical information. Then by showing some of the manufactured products in which Canada has succeeded in attaining a distinctive position, such as agricultural implements, carriages, furniture, leather goods, fur goods, heating appliances, pulp and paper, etc., we hope to open up new markets."

"Is Canada, then, now in a position to export its manufactures as well as raw materials?" I asked.

"Why, certainly! Our command of ma-

terial and ready adoption of Western ideas and methods have together resulted in the establishment of industries which are distinctive, and the goods have only to be known to be sought after. The Massey-Harris agricultural implements, for example, have made their way all the world over, and in an industry of quite recent development—the manufacture of pulp and paper—Canada promises to take the lead of every other country. The supply of pulp-wood is practically inexhaustible, and the quality of the fibre is admittedly superior to that of the wood grown in Norway and Sweden. Considering the enormous growth of the industry within the five or six years that have elapsed since it was started on anything like a large scale, there is nothing extravagant in the anticipation that Canada will yet become the main source of the paper supply of the world."

Ocular evidence of the amazing development referred to was forthcoming, for eight or ten years ago I had occasion to investigate the industries of Canada, as they then existed, thoroughly, and pulp did not figure among the important products, while Mr. Scott was able to show me photographs of several gigantic mills, devoted exclusively to the manufacture, which have sprung up since.

The intention of the exhibit being to further trade as well as to promote, like the pamphlets of the Emigration Department, a knowledge of the colony, I asked Mr. Scott if he found that purpose being served.

"Better even than we expected," was the reply. "Every day we have inquiries about goods which have attracted the attention of importers who get similar articles from Germany, the United States, or elsewhere, and who find in the Canadian exhibits features to specially recommend them. It was the same last year in Paris. The economic value of exhibitions may be doubtful in some cases, but I think that in the case of a young country—young in manufactures more particularly—with its way to make in the markets of the world, there can be no doubt upon the point at all. A display comprehensive enough to worthily represent the products of the country, and attractive enough to compel attention, is invaluable."

Having elicited the information I sought, I was able to assure Mr. Scott that whether the exhibit of Canada adequately represented the resources of the Dominion in the eyes of a Canadian or not, it made a display of natural wealth and industrial progress that greatly impressed all visitors to the Exhibition; and that being so, the enterprise of the Dominion Government in organizing it could hardly fail of its reward.

*From *The Exhibition Illustrated*, published in Glasgow.

OCEAN SAILINGS.

THE following is a list of dates of sailings for the next month of ocean steamships from Atlantic and Pacific ports so far as announced to date:

MONTREAL SAILINGS.

To LIVERPOOL—

Tunisian.....	Aug. 30th.
Lake Superior.....	" 30th.
Lake Simcoe.....	Sept. 4th.
Numidian.....	" 7th.
Lake Ontario.....	" 13th.
Parisian.....	" 14th.
Lake Champlain.....	" 20th.
Lake Megantic.....	" 27th.

To LONDON—

Iona.....	Aug. 28th.
Cervona.....	Sept. 4th.
Brazilian.....	" 4th.
Ontarian.....	" 11th.
Fremona.....	" 13th.
Kildona.....	" 20th.
Hurona.....	" 27th.

To GLASGOW—

Sicilian.....	Aug. 28th.
Corinthian.....	Sept. 4th.
Lakonia.....	" 11th.
Sarmatian.....	" 11th.
Marina.....	" 18th.
Amarynthia.....	" 25th.

To BRISTOL—

Montcalm.....	Aug. 30th.
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To LEITH—

Leander.....	Sept. 5th.
Jacona.....	" 17th.
Aggi.....	" 27th.

To ABERDEEN—

Glitra.....	Sept. 22nd.
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To BELFAST—

Carrigan Head.....	Aug. 29th.
Bengore Head.....	Sept. 24th.

To DUBLIN—

Dunmore Head.....	Sept. 17th.
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To CARDIFF—

Lord Charlemont.....	Aug. 28th.
Lord Iveagh.....	Sept. 30th.

To ANTWERP—

Steamer.....	Sept 3rd.
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HALIFAX SAILINGS.

To BERMUDA, ST. KITTS, ANTIGUA, MONT-SERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TOBAGO AND TRINIDAD.

Ocamo.....	Sept. 9th.
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To BERMUDA, TURK'S ISLAND AND JAMAICA—

Beta.....	Sept. 15th.
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To BERMUDA, ST. LUCIA, BARBADOS, TRINIDAD AND DEMERARA—

Erna.....	Sept 23rd.
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PACIFIC SAILINGS.

VANCOUVER TO SYDNEY, AUSTRALIA—

Miwera.....	Sept. 20th.
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VANCOUVER TO JAPAN AND CHINA—

Empress of China.....	Sept. 9th.
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PORTLAND SAILINGS.

To LIVERPOOL—

Ottoman.....	Aug. 31st.
Vancouver.....	Sept. 7th.
Dominion.....	" 14th.

To LONDON—

Strathnevis.....	Sept. 7th.
Cinneria.....	" 14th.
Noodfarer.....	" 21st.
Breckfield.....	" 28th.

NEW YORK SAILINGS.

To LIVERPOOL—

Teutonic.....	Aug. 28th.
Etruria.....	" 31st.
Philadelphian.....	" 31st.
Georgic.....	Sept. 3rd.
Servia.....	" 3rd.
Germanic.....	" 4th.
Tauric.....	" 7th.
Campania.....	" 7th.
Canadian.....	" 7th.
Bovic.....	" 10th.
Majestic.....	" 11th.
Nomadic.....	" 14th.
Umbria.....	" 14th.
Bohemian.....	" 14th.

To SOUTHAMPTON—

St. Paul.....	Aug. 28th.
St. Louis.....	Sept. 4th.
Philadelphia.....	" 11th.

To MANCHESTER—

Steamer.....	Aug. 31st.
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To LONDON—

Mesaba.....	Aug. 31st.
Minneapolis.....	Sept. 7th.

To BRISTOL—

Jersey City.....	Sept. 1st.
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To HULL—

Martello.....	Aug. 31st.
Consuelo.....	Sept. 7th.

To NEWCASTLE—

Alecto.....	Aug. 31st.
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To GLASGOW—

Sardinian.....	Aug. 28th.
Ethiopia.....	"

To LEITH AND DUNDEE—

Pinnars Point.....	Aug. 30th.
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To HAMBURG—

Fuerst Bismarck.....	Aug. 29th.
Patricia.....	" 31st.
Steamer.....	" 31st.
Deutschland.....	Sept. 5th.
Graff Waldersee.....	" 7th.
Auguste Victoria.....	" 12th.
Palatia.....	" 14th.

To ROTTERDAM—

Rotterdam.....	Aug. 31st.
Steamer.....	" 31st.
Amsterdam.....	Sept. 7th.
Statendam.....	" 14th.

To BREMEN—

Grosser Kurfuerst.....	Aug. 29th.
H. H. Meier.....	Sept. 5th.
Kaieserin Maria Theresia... ..	" 10th.
Barbarossa.....	" 12th.

To BORDEAUX—

Bordeaux.....	Sept. 21st.
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To BALTIC PORTS—

Xenia.....	Aug. 31st.
Nauplia.....	Sept. 7th.

To ANTWERP—

British King.....	Aug. 31st.
Southwark.....	Sept. 4th.
St. Cuthbert.....	" 7th.
Vanderland.....	" 11th.

To HAVRE—

L'Aquitaine.....	Aug. 29th.
La Champagne.....	Sept. 5th.
La Savoie.....	" 12th.

To MARSEILLES AND NAPLES—

Britannia.....	Sept. 7th.
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To GIBRALTAR, NAPLES AND GENOA—

Trave.....	Aug. 31st.
Hohenzollern.....	Sept. 7th.

To VENICE AND TRIESTE—

Pontiac.....	Sept. 3rd.
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To NAPLES, GENOA AND LEGHORN—

Trojan Prince.....	Aug. 31st.
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To CHINA AND JAPAN—

Athesia.....	Sept. 1st.
Hillglen.....	" 10th.

BOSTON SAILINGS.

To LIVERPOOL—

Winnifredian.....	Aug. 28th.
Commonwealth.....	" 28th.
Turcoman.....	" 30th.
Sagamore.....	" 31st.
Caledonian.....	Sept. 4th.
Ultonia.....	" 7th.

To LONDON—

Virginian.....	Aug. 30th.
Anglian.....	Sept. 6th.

To GLASGOW—

Peruvian.....	Sept. 8th.
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To HAMBURG—

Galicla.....	Sept. 14th.
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To ROTTERDAM—

Florence.....	Aug. 31st.
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AN IMPROVED WIRE DRESSER.

P. H. Burton, of the Merchants Dyeing and Finishing Co., has handed us a pamphlet issued by an English manufacturer of what is called "Improved Wire Straightener," applicable for the dressing of wire at one operation for any purpose, either for wire manufacturers or for attachment to existing machines already employed in working up wire in lengths or otherwise, wherever the said coils of wire require to be first dressed through pegs, known as dressed wire before cutting up.

The address of the manufacturers is Robinson & Goodall, Albion Iron Works, Cleckheaton, York, England.

EXHIBIT OF TOOLS FOR THE WEST INDIES.

A number of tools and agricultural implements have been placed on exhibition in the Association rooms at Toronto, by Messrs. Pickford & Black, of the Pickford & Black steamship line, Halifax, for the purpose of showing Canadian manufacturers the class of article in demand in the West Indies.

Members engaged in the manufacture of such articles are invited to examine these at any time that may be convenient for them to do so.

SOUTH AFRICA'S IMPORTS.

THE following is a comparative table of imports into South Africa for the years 1899 and 1900, compiled by The British and South African Export Gazette :

ARTICLES OF FOOD AND DRINK :	Total, 1899.	Total, 1900.
Ale and beer	136,620	210,288
Butter, margarine and ghee	222,431	342,549
Cheese	89,426	119,902
Chicory	11,970	13,224
Cocoa and chocolate	25,050	57,311
Coffee	282,067	307,715
Confectionery	106,152	185,476
Corn and Grain :		
Barley and malt ..	87,997	103,953
Beans and peas	3,266	3,963
Maize	203,060	301,228
Oats	22,131	206,925
Wheat	508,763	648,220
Other grain	149,972	190,072
Dates	8,088	12,168
Flour, meal and bran	245,738	452,256
Fruits and nuts	69,410	98,372
Hops	27,216	25,804
Lard	41,424	33,998
Meat, frozen	47,425	204,760
Provisions & Oilman's Stores:		
Condensed milk	234,710	306,633
Fish, preserved and salted	146,973	227,945
Fruits, bottled and tinned, pickles and sauces	22,348	33,168
Hams and bacon	36,339	51,225
Jams, etc	14,524	30,327
Meats, preserved, potted, salted and cured	330,233	454,680
Spices	15,713	24,854
Syrup, golden	27,692	31,962
Unenumerated	254,705	464,865
Rice and dholl	183,389	187,896
Salt	8,132	7,562
Spirits, not perfumed or methylated	263,696	366,636
Sugar and saccharine	533,839	593,021
Tea	93,006	133,240
Vegetables	9,872	34,426
Wine	81,296	187,070
ARTICLES OF PERSONAL USE :		
Apparel, slops and uniforms	1,006,851	1,089,107
Beads	10,901	8,236
Boots and shoes (see Leather Manufactures)	510,896	588,930
Brushware	35,133	29,290
Haberdashery and millinery	1,582,496	1,682,246
Hats and caps	123,992	152,061
Hosiery	26,196	22,929
Perfumery	12,546	14,765
Soap	150,134	181,642
Tobacco :		
Cigarettes	83,621	236,338
Cigars	87,667	96,908
Snuff	98	28
Tobacco, manufactured ..	41,763	52,210
" unmanufactured ..	7,261	33,363
Tobacconists' wares, unenumerated	21,959	35,030

ANIMALS, LIVE :	1899.	1900.
Cattle	15,500	20,761
Donkeys	109	2
Horses	5,924	66,214
Mules	700	1,327
Sheep and lambs	9,433	12,021
Other animals	1,654	2,344
BUILDERS' MATERIALS :		
Cement and lime	102,403	103,597
Glass, window	21,756	16,277
Lead, builders' and other ..	33,417	23,991
Painters' colors and pigments	95,598	79,367
Paper hangings (see paper, books, etc.) .....	.....	.....
Pipes, iron and earthen, builders' and other	277,404	161,927
Stones and slates	16,825	12,317
Wood, unwrought	234,597	231,215
Wood, wrought (not furniture)	325,510	255,317
DRUGS AND CHEMICALS :		
Quicksilver	379	1,556
Sulphur, flowers of	4,197	8,277
Unenumerated	383,865	346,805
EXPLOSIVES AND WEAPONS :		
Caps, detonators and fuses ..	27,509	13,508
Cartridges and cartridge cases	34,116	4,419
Dynamite and blasting compounds	98,005	89,147
Gunpowder	11,514	1,317
Guns, gun barrels, pistols and revolvers	27,650	8,595
Lead shot and bullets	841	304
HARDWARE, CUTLERY AND IRONMONGERY :		
Agricultural implements ..	161,705	103,671
Brass and copper wares	21,252	15,996
Tin, tinware and zinc	55,512	43,832
Unenumerated	931,118	907,209
HOUSEHOLD REQUISITES :		
Cabinet and upholstery-ware, shooks, staves, etc..	410,632	337,376
Candles	89,902	113,049
Clocks and watches	36,659	52,986
Coal, coke and patent fuel ..	233,417	375,575
Earthenware and crockery ..	112,692	125,166
Glass, unenumerated	88,513	106,239
Jewellery, plate, etc	95,024	90,668
Lameware	36,249	24,382
Matches	13,193	19,309
Mats and matting	7,301	4,969
Musical instruments	26,714	16,133
Oils :		
Lard	39,491	25,795
Linseed	19,965	20,301
Paraffin and other lamp ..	148,221	161,826
Other kinds	51,274	38,117
Toys, turnery, etc	70,101	71,233
IRON AND STEEL :		
Anchor	395	867
Bar, hoop and pig	22,122	22,456
Corrugated and galvanized iron	264,780	270,012
Sheet iron	8,271	8,796
Steel	44,783	24,517
Wire, iron	176,278	99,948

Unmanufactured, unenumerated	1899.	1900.
LEATHER AND MANUFACTURES :	81,480	92,702
Manufactured, unenumerated	270,552	223,871
Saddlery and harness	101,784	115,326
Unmanufactured	36,016	82,265
MACHINERY, ETC. :		
Agricultural	54,672	45,998
Mining	703,742	257,489
Unenumerated	638,526	492,754
PAPER, BOOKS, ETC. :		
Engravings, photos, etc....	16,682	14,508
Paper, printing	81,614	96,636
" wall	24,540	16,011
Printed books and music ..	183,134	152,753
Stationery	253,937	258,233
TEXTILE MANUFACTURES :		
Cotton goods	1,074,828	1,131,167
Linen goods	67,465	103,714
Silk and satin goods	23,073	18,857
Mohair, raw	194	.....
Wool, raw	1,220	.....
Woollen goods	367,110	374,282
VEHICLES AND VEHICULAR MATERIALS :		
Axles, springs, etc	18,756	24,412
Carriages, carts, etc	57,451	45,499
Cycles	139,601	93,630
Railway and tramway material	331,488	851,615
OTHER ARTICLES :		
Antifriction grease, tallow, etc	18,366	10,809
Bags	171,095	153,447
Cordage and rope	32,523	38,009
Corks and bungs	12,559	16,554
Forage and hay	31,320	100,012
Hulls of ships, sailcloth, etc.	337	1,233
India rubber manufactures ..	1,240	1,918
Manures	8,388	15,534
Mathematical and scientific instruments	3,788	4,116
Photographic materials	18,629	27,895
Printers' materials	50,526	25,276
Saltpetre	145	96
Seeds, bulbs and plants	17,877	8,167
Sheep dip	39,583	64,449
Ship chandlery	17,006	18,015
Tar, pitch and asphalt	3,038	1,567
Telegraph materials	43,074	41,070
Wax	23,234	31,525
Unenumerated articles	1,600,205	1,376,176
GOODS, UNENUMERATED, BY PARCELS POST	234,142	271,084
STORES FOR GOVERNMENT ..	1,280,259	1,607,785
Totals	£21,277,865	23,700,540
Net increase, £2,242,677.		

INSURANCE.

Guardian Fire and Life Assurance Co., Limited, of London, England.

Subscribed capital, \$10,000,000.
Paid-up capital, 5,000,000.
Invested funds exceed 23,500,000.

E. P. Heaton, Manager, Montreal.
H. D. P. Armstrong, General Agent, Toronto.
Mark H. Irish, Inspector.

FOREIGN TRADE PAPERS.

Any foreign trade journal whose announcement appears under this heading has inserted a similar announcement in its columns stating that a line addressed to the Canadian Manufacturers' Association will put the writer in touch with Canadian manufacturers in every line.

THE SOUTH AMERICAN JOURNAL

(A Weekly Trade Paper.)

Circulates through the whole of South and Central America and Mexico.

Annual Subscription, 25s.
Advertising rates on application.

Manufacturers are invited to communicate with

THE SOUTH AMERICAN JOURNAL

for information of all kinds relating to the trade of South and Central America and Mexico.

Patents and Trademarks are registered in the countries of South and Central America by the Editor of

THE SOUTH AMERICAN JOURNAL

9 New Broad St., London, E.C.

MEMBERS' BUSINESS DIRECTORY.

The attention of members is invited to the desirability of having a business card inserted under one or more headings in the following column. Only one inch space is allowed to a firm under one heading, but a firm may be classed under as many headings as are necessary to describe its business. A ready reference to the industries represented in the Association is by this means possible.

ACCOUNT BOOKS.

The Brown Brothers, Limited,
51-53 Wellington West, TORONTO,

Manufacturers of Account Books, Leather Goods, etc. Stationers and Bookbinders.

AGRICULTURAL IMPLEMENTS.

David Maxwell & Sons,
ST. MARYS, ONT.

Manufacturers of Harvesting Machines, Stock Raisers' Implements and General Farm Machinery.

AXES.

Dundas Axe Works
DUNDAS, CANADA.

P. Bertram, Manager.

Manufacturers of all kinds of Chopping Axes, making a specialty of quality and finish.

BAGS.

The Canada Jute Company, Limited,
492 William St., MONTREAL.

Manufacturers of Jute and Cotton Bags.
Importers of Twines, Hessians, Baggings, etc.
Telegraphic address, "Calender," Montreal.

BANK AND OFFICE FITTINGS.

The Globe Furniture Co., Limited,
WALKERVILLE, ONT.

Counters; Screens and Metal Work for same;
Standing Desks, Dado, Doors and General
Interior Finish; Store Fixtures.

BELTING—LEATHER.

The Beardmore Belting Co., Limited.

Manufacturers of Leather Belting, Dynamo and Double Driving Belts our specialty. Write for discounts.

TORONTO, ONT., 39 Front St. East.
MONTREAL, QUE., 57 St. Peter St.

BICYCLE SUPPLIES.

Boston Wood Rim Co'y, Limited,
TORONTO.

Manufacturers "Laminated" and "One Piece Rims" for Bicycles, Motor Carriages, Sulkies, etc. Mud and Chain Guards.

BICYCLES AND MOTORS.

Canada Cycle & Motor Co'y, Limited,
TORONTO, CAN.

Mfrs. of Bicycles, Motor Vehicles, Marine Motors and Launches.
Works—Toronto and Brantford, Catalogue on application. Cable address, "Cyclemote" Toronto. A. B. C. and A. I. Codes used.

BILLIARD TABLES.

Samuel May & Co.,
74 York street, TORONTO.

Billiard Table Makers.
Billiard and Pool Ball Turners.
Billiard Cue Makers.
Billiard Cloth Importers.
Send for Catalogue and Price List.

BOILERS—WATER TUBE.

The Canadian Heine Safety Boiler Co.
Esplanade, Opposite Sherbourne St.,
TORONTO.

Water Tube Steam Boilers for all pressures, duties and fuels. Marine and Stationary, from 50 to 600 horse-power units.

BOOTS AND SHOES

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Vol. II.

TORONTO, SEPTEMBER 24, 1901.

No. 2

Industrial Canada.

Issued monthly as the official publication of the Canadian Manufacturers' Association and devoted to the development of the commercial prosperity of Canada.

RECEIVED BY MEMBERS FREE. Subscription price to non-members \$1 per year.

Advertising rates on application.

Address all communications re subscriptions, advertisements, etc., to

Secretary,

Canadian Manufacturers' Association,
Head Office, Toronto, Canada.

The Annual Meeting.

That the annual meeting of the Association will be a success is now assured by the enthusiastic manner in

which the Montreal members have taken up the question of arranging the necessary details.

The attendance of the Premier and other members of the Cabinet indicates the importance of the gathering, and the practical bearing of the subjects to be discussed means that a large attendance will be to hand.

Members should inform the secretary at as early a date as possible as to their intention of being present, in order that full accommodation may be provided.

Full particulars are given in another column.

The Royal Visit.

This month Canada assumes holiday attire to do welcome to their Royal Highnesses, the Duke and

Duchess of Cornwall and York, who come to Canada on their world-circling visit to the British Empire. No prophet was required to foretell a loyal and hearty welcome, and already the historic city of Quebec has tendered a reception that has done credit to its traditions.

At the time of writing, the great commercial city of Montreal is extending a welcome commensurate with her industrial and commercial importance.

Scarcely a discordant note has been heard throughout the whole of Canada from the time that the preparations for the reception of the future King and Queen were first spoken of, as all regarded the event as one of national and historical importance.

While it is to be regretted that the Duke and Duchess are unable to spend a longer

time in Canada and become more thoroughly acquainted with the Canadian people, for us it simply remains to make the most of the visit and to afford every opportunity for the Royal visitors to become closely acquainted with our Dominion. This is all the more easy of carrying out on account of the fact that the Duke and Duchess both throughout their Australian and South-African visit and already on their first appearance in Canada have drawn to them the warmest personal attachment of those with whom they have come in contact, and so the welcome which would have been extended loyally and heartily as a duty from us as citizens of the Empire will also be extended all the more heartily as a mark of personal attachment.

While great importance attaches to the visit of their Royal Highnesses themselves, no slight degree of importance is attached to the visit of the various British and colonial journalists who accompany the party. These have been present in Australia and South Africa, and in fact wherever the Royal yacht touched British soil, and their reports have been furnished to the most important publications in Great Britain and the colonies. Similarly, on their visit to Canada it is a matter of supreme importance that they should receive a most favorable impression of our country.

What the general impression of Canada in Great Britain is may be gathered from an interview that was published in one of the Toronto papers recently, with a distinguished Scottish visitor. His words were as follows: "There is one serious mistake that Canadians make," continued Mr. Simpson, "and that is advertising Canada as a farming country. Over in Scotland we let farming follow the industries instead of vice versa, and that I think is a better plan. Ask a Scotch mechanic whether he would rather go to Canada or the United States, and he would at once say 'the United States,' as he believes that the latter is an industrial nation, whereas Canada is only a farming district."

The need, therefore, of giving a thoroughly correct view of Canada and her industries, is apparent. The journalists who are with the Royal party represent the very best publications of the Empire and their reports will be read alike by the wealthy investing capitalists of Great Britain and

by the poorer classes who contemplate emigration to some one of the colonies.

While there is no need to start any advertising boom in connection with the Royal visit, no effort should be spared to give our visitors an absolutely correct view of Canada, her natural resources, her rising industries and the possibility of their future development.

The Census.

The population statistics, as learned from the census just taken, have been made public, and the result has been the announcement of a smaller population for the Dominion than most well-wishers of the Dominion had hoped for.

The result has led to various criticisms as to the method of taking the census, the policy of our Government, and a host of other things. They have endeavored to find comfort by comparison with other countries whose progress has not been more rapid, and with certain States in the Republic to the south of us, whose population has increased even more slowly.

But, as a matter of fact, is not too much stress being laid on the mere increase of population? This probably has not been as rapid as desired, but has not the wealth of the country and its industrial development proceeded at a rapid rate?

The revenue of the country has increased in 20 years from \$29,000,000 to \$51,000,000, the imports from \$103,300,000 to \$189,600,000, the exports from \$89,200,000 to \$191,800,000, the railway mileage from 7,000 to 17,000, the railway earn-

NOTICES.

The regular monthly meeting of the Executive Committee will be held on Tuesday, October 8, at 2 p.m., in the Council Chamber, Toronto Board of Trade Building, Toronto. Any member of the Association is cordially invited to attend.

* * *

The annual convention of the Association will be held at Montreal on November 5 and 6 next. All the members are urgently requested to attend.

Canada for Canadians.

ings from \$27,000,000 to \$70,000,000 the assets of the chartered banks from \$198,000,000 to \$440,000,000.

These figures are indisputable evidence of a substantial movement towards national prosperity. Is it not better to regard this progress as a basis on which we can look for a satisfactory increase in the population within the next decade, rather than to place too much importance on the failure to increase our numbers within the last 10 years?

It would not be mete in the **The Association** editorial columns of this paper to boast unduly of the work of the Canadian Manufacturers' Association, but there is much connected with its present growth and standing to make glad the hearts of its well-wishers.

Its membership has grown gradually and steadily until now it exceeds 800 of the leading and most representative manufacturers of the Dominion. Scarcely an important industry is there now that is not fully represented in its membership. It is representative, not only of industries, but of localities, with members in every Province, and with local branches equipped for dealing with local industrial questions.

The importance of the subjects that are being dealt with by its various committees commands attention, and the work that it is doing in furnishing information to foreign merchants abroad, the publication of *The Canadian Trade Index* to advertise Canadian goods abroad, the classification for the Glasgow and Pan-American Expositions of the catalogues of our members, and other works of a similar nature, have won praise from sources outside the organization, and have shown that the work is not selfish, in that it seeks to promote the industrial interests of the country.

That there is a career of usefulness for the Association has been fully demonstrated, and the members who have given their time so unselfishly in its interests, must feel that they are reaping their reward.

A Nation's Loss. Since our last issue, the civilized world has been shocked by the dastardly attack upon the life of the first citizen of the United States, President McKinley, and its fatal termination.

The President had come to Buffalo in his kindly considerate way to assist as a citizen of the United States in making successful the great Pan-American Exposition beside the Niagara river. There he was the recipient of every honor that an attentive people could pay him, and visited the various exhibits of his own people and of the other American countries, and finally had completed the work attendant upon his visit by a masterly address before a large concourse of people, in which he reviewed briefly the marvellous progress of the nation of which he was the head, and outlined

clearly a policy of commercial advancement and commercial peace for the future.

The dastardly attempt of the assassin, and its subsequent fatal result, has cast the entire nation into gloom, and has called forth expressions of sympathy from practically every civilized country in the world. Few men, in the short space of time in which he was in power, have so completely won the esteem and admiration, not only of

their own countrymen, but other nations as well. He was a true patriot, a thorough exponent of the best elements of American citizenship, and 'neath his sway the Republic has leaped into a period of commercial prosperity hitherto undreamed of. The people of the United States, as well as the other great nations, will rest content if his successor will make it his ambition to follow along the lines laid down by his illustrious predecessor.

THE EXECUTIVE COMMITTEE.

To Advertise Canadian Industry.

THE regular monthly meeting of the Executive of the Association was held in the Council Chamber, Toronto Board of Trade, Thursday, September 12, at 2 p.m. President P. W. Ellis in the chair.

Others present were Messrs. Jas. P. Murray, W. K. George, W. K. McNaught, S. M. Wickett, E. C. Boeckh, Jno. Bertram, Jno. F. Ellis, Geo. H. Hees, Arnold W. Thomas, Thos. Roden and Archibald Campbell.

THE ROYAL VISIT.

A letter was read from Mr. J. B. MacLean pointing out the advisability of having the correspondents accompanying the Royal party as well introduced to the industries of Canada as possible.

This letter therefore recommended that the Government be asked to appoint a special representative to point out to the British journalists the industrial features of the country through which they pass.

It was resolved that the suggestion of Mr. MacLean be acted upon and that the Government be asked to send some one with the visiting journalists specially qualified to indicate the special industrial features of Canada.

Moved by Mr. McNaught, seconded by Mr. J. P. Murray, that the Commercial Intelligence Committee be asked to prepare a letter which could be furnished to the correspondents emphasizing the importance of the industries of Canada, and giving statistics of the exports, shipping, trade and commerce.—Carried.

LABOUR GAZETTE.

A letter was read from Mr. W. L. MacKenzie King, Deputy Minister of Labor, drawing attention to the fact that the subscriptions paid by the Association to *The Labour Gazette* for its members had now expired, and asking if it was the desire of the committee to renew these.

After full discussion it was resolved that the Association discontinue its subscriptions to *The Labour Gazette*, and a special committee was appointed to ascertain, as far as possible, the views of the members with reference to the policy of *The Gazette* and to prepare the same for report to the Executive Committee and to the annual meeting.

The reports of the treasurer and the Finance Committee were presented and passed, and the treasurer and secretary given power to arrange for special cheques, receipt forms and office stationery for use of the Association.

RECEPTION COMMITTEE.

Mr. Thos. Roden, chairman, presented the report of the Reception Committee, outlining in detail arrangements for the annual meeting and reporting also with reference to arrangements in Montreal.

On his motion, seconded by Mr. Thomas, the report was adopted.

Mr. Roden further stated that there had not been a meeting of his committee to lay the suggestion before them, but wished the Executive to consider the advisability of tendering the journalists accompanying the Royal party a luncheon, banquet, or some other form of entertainment in order that a further opportunity might be afforded of impressing upon these visitors the importance of Canada's manufacturing establishments.

It was resolved that the recommendation of the chairman of the Reception Committee be acted upon, and that the secretary correspond at once with the journalists accompanying the Royal party.

Mr. W. K. George reported on behalf of the Toronto Branch stating the progress made in connection with the erection of the manufacturers' arch on the occasion of the visit of their Royal Highnesses, the Duke and Duchess of Cornwall and York. All the framework of the arch is now completed and the final work of ornamentation being rapidly carried on.

MEMBERSHIP.

Mr. J. P. Murray presented the report of the Industry and Membership Committee and moved that the privileges of membership be extended to some sixteen firms whose names appear in another column.

The motion was seconded by Mr. G. H. Hees and carried.

The secretary presented the report of the Montreal Branch of the Association as given in another column. Also the arrangements made in British Columbia and Manitoba for local branches and submitted the formal request of these branches for incorporation as official branches of the Canadian Manufacturers' Association.

Moved by Mr. Murray, seconded by Mr. McNaught, that the organization of these branches be formally confirmed by the Executive Committee.—Carried.

The secretary was instructed to prepare a circular letter to go to all members, informing them of the date of the annual meeting, the regulations governing the nomination and election of officers, the changes in constitution and by-laws, etc.

SECRETARY'S REPORT.

The secretary presented a report outlining, in brief, the features of his visit to Manitoba, the Northwest Territories and British Columbia for the purpose of organizing local branches, and submitted for ratification the informal arrangements made with the local branches.

Moved by Mr. Ellis, seconded by Mr. George, that the arrangements already proposed be confirmed, and that the secretary be asked to prepare an article outlining any matters of interest coming under his notice in connection with his trip to the Western Provinces.

The meeting then adjourned.

The Annual Meeting of the Association.

Completion of all Arrangements.

Notice is hereby given to the members of the Canadian Manufacturers' Association that the annual meeting of this Association will be held at the Windsor Hotel, Montreal, on Tuesday and Wednesday, November 5 and 6, 1901, and attention is directed to the regulations given below which govern nominations and changes in the constitution.

NOMINATIONS.

The constitution of the Association requires that nominations for officers and committees shall be sent to the secretary of the Association **not more than four and not less than one week before the annual meeting**, but no member shall be nominated unless his consent has been obtained.

The members will kindly take note of this and send in nominations together with the expressed consent of the nominee at as early a date as possible.

Branch Associations, where these have been organized, will be asked to nominate their own representatives on the Executive Committee and on the other committees of the Association.

AMENDMENTS TO THE CONSTITUTION.

The clause governing this is as follows: "The constitution may be amended only by a two-thirds majority present at any general meeting, **thirty days' notice in writing of such amendment having been given to the secretary**, and it shall be the duty of the secretary to include in his circulars, calling the next general meeting, a notice of such amendment, both such notices to include the clause or clauses to be amended. It shall be in order that amendments to the amendment can be discussed and voted on at the same meeting."

All proposed amendments to the constitution should be in the hands of the secretary **not later than Monday, October 7.**

PROGRAMME.

All details have not yet been completed with reference to the programme, but the main features may be indicated below:

The convention will occupy two days, namely, Tuesday and Wednesday, November 5 and 6, occupying in all six sessions, the morning, afternoon and evening of each day. The morning and afternoon sessions will be devoted to the discussion of the various business matters before the Association. The evening session on Tuesday will take the form of an open meeting, and on the last evening a banquet will take place.

OPEN MEETING.

At the open meeting it is expected that the president's address will be delivered; also other addresses on important manufacturing topics.

It is hoped also that Mr. Jas. Cummings, the Canadian Commissioner to South Africa, will also be present.

BANQUET.

The banquet, which will be held in the Windsor Hotel, is being given complimentary to outside members of the Association attending the convention by the Montreal manufacturers.

The Montreal members have taken up this matter with great earnestness, and are resolved to make it a thorough success as far as Montreal is concerned.

Special arrangements have been made whereby convention rates will apply over the railways providing for the rate of fare and one third if fifty attend, and for single fare if three hundred are present. Special hotel rates have also been arranged for.

At the banquet Sir Wilfrid Laurier has promised to be present and also several of the leading members of the Government whose Departments are connected with trade and commerce, the presidents of the Montreal Board of Trade and the Chambre du Commerce, the Mayor of Montreal, and representatives of the largest railway interests.

BUSINESS SESSIONS.

At the business sessions many important subjects will come up for consideration, although the programme cannot be definitely announced at present.

Under the head of tariff matters, it is expected that the Association will be asked to consider the advisability of changes in the tariff in connection with the woollen industry, the oatmeal industry, and others.

Further, the question of the duty on lumber will form one of the subjects for discussion.

In connection with railway and transportation matters several questions will come up for discussion, among them the advisability of asking the Government to assist in the establishment of direct steamship service between Canada and Australia and South Africa.

The Parliamentary Committee is expected to submit measures looking to the incorporation of the Association and also providing for amendments to the Patent Act.

Other members have asked that certain phases of the labor question and its relation to the manufacturers should be discussed.

The salmon canners of British Columbia will likely be represented to lay before the Association the position of that industry and the need for attention in order to provide for its further development.

The Commercial Intelligence Committee will submit for consideration propositions bearing upon the Government ownership of

the telegraph and cable systems, and also improvement of the present Canadian commercial agent service abroad.

A full programme of these various matters will be given in the October issue of INDUSTRIAL CANADA.

OTHER MEETINGS.

It is expected that a meeting of the Woollen Manufacturers' Section will be held at the same time in Montreal, and also one of the Oatmeal Millers' Section.

GROWTH IN MEMBERSHIP.

DURING the past month the following firms have become members of the Association:

BRITISH COLUMBIA.

British Columbia Canning Co., Limited, Victoria—canned salmon.
Brunette Sawmill Co., Limited, Sapperton—lumber of all kinds, shingles, boxes, lath, doors and windows.
Canadian Pacific Lumber Co., Limited, Port Moody.
Canadian Smelting Works, Trail—smelters and refiners of gold, silver, copper and lead.
Hamilton Mfg. Co., Limited, Wm., Vancouver—mining machinery.
North Pacific Lumber Co.
Barnet, Rithet & Co., Limited, R.P., Victoria—flour, canned salmon and lumber.
Sayward, J. A., Victoria—lumber, sash, doors, boxes and mouldings.
Tait, W.L., Vancouver, lumber.
Vancouver Engineering Works, Limited, Vancouver—machinists, boilermakers, and iron founders.
Ymir Gold Mines, Limited, Nelson.

MANITOBA.

Brandon Machine Works Company, Limited, Brandon—engines and boilers, agricultural implements.
Kelly & Co., A., Brandon—flour, oatmeal and feed.

ONTARIO.

Mann Mfg. Co., Limited, The J. W., Brockville—agricultural implements; proposed by J. O. Thorn, of the Metallic Roofing Co.
Nonsuch Mfg. Co., Limited, The, Toronto—harness dressings, shoe dressings, stove polishes, baking powder, extracts, and other specialties; proposed by N. T. Lyon, of N. T. Lyon Glass Co.
Goodison Thresher Co., Limited, The John, Sarnia—threshers, engines, mowers, plows, etc.

Your voice and vote are needed at the annual convention on November 5th and 6th.

GREATER CANADA.

A Trip to the Industries of the West.

AT the Executive Committee meeting of the Manufacturers' Association in June, a motion was passed instructing the secretary to visit the Provinces of Manitoba and British Columbia, in response to letters from members in those Provinces, for the purpose of further strengthening the organization by the establishment of local branches and for the investigation of such questions as affected the interests of the manufacturers in those districts.

At the meeting of the same committee in September, it was the misfortune of the same secretary to be asked to prepare a sketch of some of the impressions received during his visit and to lay the same before the members of the Association through the columns of INDUSTRIAL CANADA.

No one looks to the secretary of the Canadian Manufacturers' Association for a suitable description of the splendid features of scenery that form a part of this Western trip, and his only advice to the members of the Association who have not yet visited Western Canada is for them to experiment for five or six weeks as to whether their factories will run without them, and take time to traverse this portion of Canada.

There are two points of view from which the visitor may study Western conditions. One is the point of view of the Eastern manufacturer anxious to extend the market for his goods; the other is that of the Canadian who is interested in the questions that affect this country itself. To the first of these attitudes I will first refer.

THE MARKET.

No one can fail to recognize what a valuable market there is throughout the whole Province of Manitoba and the Northwest Territories for the manufactured goods of older Canada. The population as yet may be a scant 250,000, scattered over miles and miles of territory. But as one rides for mile after mile along great fields of grain, as level as if the tops had been shorn by a lawn mower, he begins to have an idea of the resources of the country through which he is passing, and when he travels for a day and a night through sparsely scattered districts as yet scarcely touched by the farmer, he begins to realize how much yet remains to be developed, and to how scant a degree the resources of the country have yet been impaired. But it is not in point of numbers that the market is so important. It is no 250,000 people of Ontario who are to buy. They are people who have yet, generally speaking, few of the luxuries, and, in many cases, few of the comforts of life. They are people settled on a fertile soil, who have yet their fences to erect, their barns and outbuildings to construct, their houses to rebuild and furnish,

and, in fact, their whole complete stock to purchase. Hence, while in Ontario the general class of people have purchased or acquired all they need in the way of permanent equipment, and have to purchase only to replace losses or to add some new feature, in Manitoba and the Northwest the reverse is the case. For 20 years they will count on spending all they make in the purchase of improvements to their surroundings.

In this market, where we have the advantage of a moderate tariff, it is a matter of the utmost importance that our manufacturers should use every means to maintain it for themselves against all possible competitors. To do so, they must not only send out their travellers but must have the heads of the firm themselves visit the country, learn its needs and cater in every possible way to the requirements of the market. This is absolutely necessary from a business standpoint, and is also necessary so that at no time may there arise any feeling of division between the section of the country which produces and that which purchases the goods.

"CANADIAN" GOODS.

The writer had occasion to inquire from time to time as to the opinions held of Canadian manufactured goods. He visited the merchants in different localities and inspected the shipping warehouses and docks to ascertain how far Canadian goods were holding their own in this market, and, in many instances, was very agreeably surprised to find how well the needs of the country were being met by our own factories. In many classes, machinery, engines and boilers, electrical apparatuses, belting, shafting, etc., and ironwork for architectural construction, Canadian goods were everywhere in evidence.

Improvements and careful attention still seem to be required in the manufacture of mining machinery for British Columbia. Similarly the huge timber to be handled in that Province requires a heavier class of machinery, and a different set of appliances than is made for the Ontario lumberman. Heretofore no one Canadian factory has entirely met this demand, and a large amount of United States machinery is continually purchased. Would it not be probable for some one concern to specialize on the class of machinery required for the timber of this Province, and so obtain this market?

AGRICULTURAL IMPLEMENTS.

But perhaps the most serious disappointment is in connection with agricultural implements. Whole train loads of United States implements are being imported into Manitoba, and the Northwest Territories,

and sold everywhere to their farmers. The United States manufacturers have the advantage in respect to freight rates and in the cost of the raw material entering into their goods. In addition, they have to themselves a market some 14 times greater than that of Canada, and hence the present tariff of 20 per cent. forms no serious barrier to their admission. The Canadian business comes at the close of the United States harvesting season, and the manufacturer is glad to ship his surplus machinery, which is exactly adapted for the Canadian market, into this country at a low rate. It will be singularly unfortunate if some measure is not taken to prevent this enormous importation of goods, which could be made just as well by our own workmen and in our own factories.

In connection with the whole question of market in the West, one feature struck the writer, and that was the necessity in every case of careful packing of goods in order to prevent damage arising from the long lake and rail haul.

The questions that affect the industrial interests of the West require a fuller treatment than is possible here, and a few points will only be briefly touched upon.

TRANSPORTATION.

In Manitoba the transportation question is the important one—the possibility of securing cheap carriage of the enormous wheat crop of that country eastward to the seaboard for trans-shipment to the consuming markets of Europe. Coupled with it, there is the securing fair return rates for merchandise required in the West, and then favorable distributive rates to local points. The country is watching with interest what will be the outcome of the Roblin railway arrangement as affecting the eastward carriage rates for grain.

OATMEAL INDUSTRY.

Throughout the Province dissatisfaction was expressed with the tariff on oats and oatmeal. The tariff on the former is on a specific basis, and, on the latter, on an ad valorem, and so results that at the general price of grain the duty on the raw material is double that on the finished article. The consequence has been that with light oat crops in the West, the oatmeal mills have not been running for years, and oatmeal has been imported from the American mills.

In British Columbia there are three important industries, each with its own special questions.

LUMBER TRADE.

The lumbering industry has attained to great dimensions, and the steady employment it affords the year around to large

classes of labor has made it an important asset to the Province. The British Columbia lumbermen feel very bitterly antagonistic to the Government's policy present of free lumber. There is a tariff of at least \$2 per 1,000 on lumber entering the United States from Canada, while no duty is imposed on lumber entering this country. The consequence has been great encouragement to the building of lumber mills south of the boundary line, where there is the important United States market for fine grades of lumber, as well as for the coarse, and also the Canadian market for any surplus supplies. This position, has greatly retarded the development of lumber manufacturing in British Columbia, and has no little to do in keeping alive the feeling in the West that protection is given only to the industries of the east and not to those of the West.

FISHING REGULATIONS.

The huge salmon-canning industry enjoyed a phenomenal year, and at least \$3,000,000 worth of fish have been put up by the numerous Canadian packers. The questions that are burning ones with them are, first, the improvement and extension of the system of hatcheries for salmon on the Fraser and other British Columbian rivers, and, second, the question of trap fishing on Canadian territory. The question is briefly as follows: The fish are spawned and hatched in Canadian waters and go out to sea, after which they return as mature salmon. Their course lies first along the Canadian territory of Vancouver Island, thence along the United States coast, south of the forty-ninth parallel, and finally into the Fraser river, and on through British Columbia. The Canadian law prohibits fishing by traps, and the United States law permits it; the consequence is that traps are set by American fishermen and huge quantities of fish taken, the remainder passing on to be struggled for by Canadian fishermen. Hence, the United States cannerymen have the first chance to secure their supplies of the very fish that have been hatched in the Dominion of Canada hatcheries, and which returned from the sea first along Canadian shores.

MINING DEVELOPMENT.

The third great industry is the mining, which has led to the development of the now well-known Rossland, Boundary, Slocan, Nelson and other districts in Southern British Columbia. When there, the writer found trade conditions dull. In the first place, the mine-owners and smelters complained that the Provincial Government has used them harshly, and has imposed upon them a 2 per cent. tax on their output, which has practically prohibited the mining of lower-grade ores; that it has, at the dictates of labor organizations, enacted an eight-hour-day law, which has greatly increased the expense of mining and prevented the work of claims which would otherwise have been devel-

oped. But the great difficulty has been the labor question. It is no part of the present article to discuss this at length, but merely to say that throughout the whole of this district there is prevailing the greatest unrest as to the labor situation. At one sawmill, men were found to be on strike because the owner was sawing timber for the Canadian Pacific Railway Company; at another mine, a strike had been declared on account of some defect in the cook, and similarly in other districts.

Without entering in detail into the causes underlying the whole of this problem, it is perhaps not too much to say that the unfriendly relations prevailing between labor and capital in southern British Columbia are causing more loss to that section of the country than any other one cause.

THE C.P.R.

But a sketch of a trip of this kind would not be complete without some reference to the railway over which the trip is made, namely, the Canadian Pacific Railway. Too much cannot be said of the splendid arrangements relating to travel on this road, the hotel accommodation and arrangements for the comfort and convenience of passengers. There are few single enterprises doing more to advertise Canada abroad than the transcontinental service afforded by the C.P.R.

The writer also had occasion to look into certain questions affecting railway rates and classifications in the West. There are many who believe they have grievances with reference to through and local rates, but this is not the place for their discussion. It is sufficient to note, however, that, generally speaking, by far the greater part of the unreasoning prejudice against this railway company seems to be giving away, and the business men in the West generally are coming to lose any spirit of continuous antagonism to the railway company as such.

With reference to the whole country, the one criticism, if such it may be called, is probably a tendency to develop too strongly on Provincial lines. This is perhaps incident to new countries, and is perhaps unavoidable, though in Manitoba the idea seems to be principally "big Manitoba" first and "big Canada" afterwards, and something the same prevails in British Columbia. The increasing numbers in the West, however, and the larger representation in the Dominion Parliament that will follow should undoubtedly cause greater attention to be devoted to Western questions, and so prevent any need for sectional division between one part of the Dominion and the other.

T. A. R.

COMMERCIAL EDUCATION AT THE UNIVERSITY OF TORONTO.

A short time ago the Executive requested our various universities to take into their consideration the question of higher commercial education. Up to the present the University of Toronto has alone responded by drawing up a most inviting two-year course of study. It is not to be forgotten that the course is not that of a business college, but one calculated to give a better mental training, a broader outlook and considerable information valuable and necessary to the modern business man.

The subjects form a tempting array. Commercial geography and industrial history (trades unions, trusts, etc.); wages and prices; tariffs and transportation; banking organization, commercial law, which form one group of study. A second division consists of chemistry, electricity, geology or mineralogy, history and principles of architecture or mechanical drawing, commercial mathematics. A third is represented by the languages, a knowledge of which is becoming more and more a necessity. English composition and a study of some English authors, and any two of the modern languages, French, German, Italian and Spanish.

Any person may attend the lectures by paying the small fee charged. But the work will be found most profitable only to those who have already spent some time at a high school or collegiate institute or who have carried on equivalent work. The Toronto Board of Trade has donated \$250 by way of prizes for students taking the highest standing in the course. The Registrar, University of Toronto, will be glad to answer all inquiries.

S.M.W.

MADE IN CANADA.

Montreal papers are filled with glowing accounts of "the Royal train" prepared by The Canadian Pacific Company for the Duke of York and his party. It is declared by The Star to be "the most magnificent product of railway architecture ever seen on this continent, which is equivalent to saying in the whole world." The train consists of nine cars, of which the two most splendid bear the names "York" and "Cornwall." Some idea of the cost of these two cars may be gained from the statement that the wood with which the dining-room is finished is African coromandel, which cost 17c. per ounce. These cars are a great advertisement of Canadian workmanship, for they were built and finished in the workshops at Montreal, under the direction of the company's master builder. While the Intercolonial Royal train illustrates and advertises Ohio workmanship, it remains for a private corporation to show what Canadian shops can do. — St. John Sun, Cons.

Special excursion rates to and from Montreal for members on November 5th and 6th.

LOCAL BRANCHES IN THE WEST.

Provincial Organizations in Winnipeg and Vancouver.

IN response to a number of letters received from manufacturers in Manitoba and British Columbia, the Executive Committee authorized the secretary of the Association to visit these two Provinces for the purpose of investigating several questions which are of interest to manufacturers in these localities, and to assist in the organization of Provincial branches, that would have the machinery necessary to bring any matter of general interest to the attention of the general Association, and to deal finally with any local matter of interest.

BRITISH COLUMBIA.

This idea was warmly received by the manufacturers in both Provinces, and on Thursday, August 15, a meeting was held in the Board of Trade rooms, Vancouver, for the purpose of organizing a branch for British Columbia. Mr. J. Hendry acted as chairman. Representatives of manufacturing concerns both from the mainland and from Vancouver Island were present, and others who were not represented sent assurances of their interest in the organization. The result was a motion, carried unanimously, for a British Columbia section of the Canadian Manufacturers' Association.

On proceeding to the election of officers the following were selected:

Chairman, Wm. Sulley, of Messrs. E. H. Heaps & Co., Vancouver; vice-chairman, D. R. Ker, of the Brackman & Ker Milling Co., Victoria; Executive Committee, J. G. Wood, Moodyville Lands and Sawmill Co., Moodyville, B.C.; R. Seabrook, R. P. Rithet & Co., Victoria; J. A. Sayward, J. A. Sayward & Co., Victoria; J. C. McClure, Robt. Ward & Co., Victoria; H. J. Scott, Hamilton Powder Co., Victoria; B. R. Seabrook, The Albion Iron Works, Victoria; P. R. Brown, Colonist Printing & Pub. Co., Victoria; J. W. Hackett, Robertson & Hackett, Vancouver; J. Hendry, B.C. Mills, Timber and Trading Co., Vancouver; J. F. Ross, Vancouver Engineering Works, Vancouver; L. A. Lewis, Brunette Sawmill Co., New Westminster; J. G. Scott, Pacific Coast Lumber Co., New Westminster; H. De Pencier, Canadian Pacific Lumber Co., Port Moody; R. R. Hedley, Hall Mining and Smelting Co., Nelson; C. Hilliard, Nelson Saw and Planing Mills, Nelson; Bernard Macdonald, Rossland Great Western Mines, Rossland; F. C. Wolfenden, Okanagan Flour Mills Co., Armstrong.

The services of Mr. W. T. Stein, late secretary of the Vancouver Board of Trade, were also secured to act as secretary of the British Columbia Branch.

Several matters of importance to British Columbian interests were informally discussed, including the question of duty upon lumber and shingles; also the tariff upon oatmeal; the question of freight cars for

the lumber trade, and freight rates as affecting British Columbian interests.

It was resolved that a subsequent meeting of the branch association should be called to elect representatives to the annual meeting of the Association to be held in Montreal on November 5 and 6.

The question of inviting the Association to hold its next annual meeting in the Province of British Columbia was also informally discussed, but no action taken.

The meeting then adjourned.

MANITOBA.

In Winnipeg a very representative gathering of the manufacturers was convened in the Council Chamber of the Winnipeg Board of Trade, on Tuesday evening, August 27.

Mr. F. W. Thompson, Manitoba vice-president of the Association, occupied the chair, and explained in some detail the work of the Association, and the advantages to be derived from the formation of a local branch.

Mr. T. A. Russell, secretary of the Association, was also present and dealt in more detail with certain phases of the Association work and outlined the arrangements made for Provincial organizations in other Provinces.

A motion was passed unanimously favoring the formation of a Manitoba section of the Canadian Manufacturers' Association, with a head office in Winnipeg.

The following officers were elected:

Chairman, F. W. Thompson, The Ogilvie Milling Co., Winnipeg; vice-chairman, E. F. Hutchings, The Great West Saddlery Co., Winnipeg; Executive Committee, Messrs. E. L. Drewery, D. E. Sprague, G. J. Maulson, D. F. Bryan, Robt. Muir, all of Winnipeg, and John Hanbury, of Brandon.

The services of Mr. C. N. Bell, secretary of the Winnipeg Board of Trade, were secured as local secretary for the Manitoba branch.

Considerable discussion took place as to the various questions that might be dealt with by the local branch to the advantage of the present members of the Association, and subsequent meetings will be called for the discussion of these matters.

The committee resolved also to take active steps to secure membership of other manufacturers in the Province not yet identified with the Association.

A set of by-laws for government of the local committee will also be prepared and ratified at the next meeting, which will be called to select one or two representatives from Manitoba to be present at the annual meeting in Montreal.

Mark November 5th and 6th in your diary as convention days.

MONTREAL BRANCH.

A meeting of the Executive Committee of the Montreal Branch of the Association was held in the office of the Montreal Rolling Mills Co., September 11, at 3 p.m.

Hon. J. D. Rolland, vice-president, occupied the chair.

Others present were: Messrs. J. J. McGill, Geo. Esplin, W. W. Watson, Wm. McMaster, C. C. Ballantyne, Jas. Davidson and the secretary.

After the reading of minutes of last meeting the secretary presented a letter from Mr. Frank Paul, handing in his resignation as chairman of the local branch on account of his absence in Europe.

It was resolved that the Vice-Chairman, Hon. J. D. Rolland, should act in Mr. Paul's absence, and that in the meantime the resignation be laid on the table until Mr. Paul's return.

Mr. T. A. Russell, secretary of the general Association, was present and explained the arrangements with reference to the annual meeting and the programme for a two days' convention as outlined in another column of this issue.

On the motion of Mr. Watson, seconded by Mr. McMaster, it was resolved that the Montreal members should take charge of the banquet to be held at the conclusion of the annual meeting and that complimentary tickets be given to all members of the Association attending from outside the city of Montreal, the expenses to be met by the distribution of tickets among the Montreal manufacturers at \$5 each.

It was further resolved that each member of the Executive be asked to arrange for the disposal of 10 tickets.

The following committees were then struck off, the chairman to act as chairman of each committee:

Finance Committee—Messrs. Jas. Davidson, W. W. Watson, Wm. McMaster.

Dinner Committee—Messrs. J. J. McGill, W. A. Hooper, Edgar McDougall.

Reception Committee—This committee was left to be appointed later.

The meeting then adjourned to meet at 3 p.m. on Monday, September 16.

DELAY IN ISSUING MEMBERSHIP CERTIFICATES.

A very vexatious delay has occurred in sending membership certificates to those of our members who joined the Association during the past year. This was due principally to the fact that the factories at which the certificates were being framed were compelled to stop work for a time, on account of strikes of their workmen. All certificates have now, however, been sent out, and if any of our members entitled to one have not received it we should be obliged if they would let us know, when the matter will be attended to immediately.

THE MANUFACTURERS' ARCH.

IT is now generally recognized that one of the most beautiful decorative effects that has been prepared for the visit of their Royal Highnesses, the Duke and Duchess of Cornwall and York, is being erected in Toronto in the form of the Toronto manufacturers' arch. This arch, which was undertaken as the result of a meeting called of all the members of the Toronto branch of the Association, is being erected as symbolic of the manufacturing and commercial progress of Canada. The expense is being wholly met by the manufacturers of the city of Toronto, and the arch is being placed at the entrance to Queen's Park at the head of University avenue, undoubtedly the most beautiful location in the city of Toronto for such form of decoration.

When the plan was first spoken of, the length of time until the visit of the Royal party and the consequent lack of interest in the matter, provoked a certain amount of criticism as to the advisability of spending so considerable a sum on a temporary construction, but as reports are coming to hand of the reception accorded to the future King and Queen in Australia, and now with the arrival of their Royal Highnesses on Canadian soil, the attitude has entirely changed, and those who formerly looked upon the matter in a dubious way are giving their most hearty support.

The reasons that the manufacturers had in view on this occasion are well stated in an interview accorded a representative of *The Mail and Empire* by Mr. W. K. George, chairman of the Manufacturers' Royal Reception Committee. After referring to the importance from an Imperial standpoint of the Royal visit, and the desire on the part of the Canadian people to tender to the distinguished guest of the nation a reception that would mark the heartiness of our welcome and the genuineness of our loyalty, *The Mail and Empire's* article continues as follows:

WILL IMPRESS OUTSIDERS.

"But, we have, we believe," continued Mr. George, "a much more substantial reason for undertaking such an outlay, and a reason which has apparently escaped every one of our critics, namely, this—the Royal party is accompanied by correspondents from almost all the leading papers and magazines of Great Britain, the colonies, and several foreign countries, and the point that we are aiming for is the impression that we can create in the minds of these accompanying correspondents. Their visit is, unfortunately, going to be a brief and flying one, and they will form their ideas of us (Canada) from the impressions which they receive of us as they pass through.

"These press representatives have been present throughout the Royal tour, and have furnished reports to the various publications they represent, giving their impres-

sions of the country, through which they have passed. On their further return, after the completion of the tour, numberless articles bearing on the different countries and their resources will be written, and it is, therefore, felt to be of the very highest importance that no effort should be spared to fully impress on these visitors the size and importance of Canada, and the richness of her resources.

NO SECOND PLACE FOR CANADA.

"In Australia, the reception to their Royal Highnesses was made a magnificent affair, and while the occasion was there a special one, it is absolutely necessary that Canada, which has always claimed precedence among the colonies of the Empire, should not be entirely overshadowed by her sister colony.

"Further, one of the elements most necessary for the future commercial success of Canada is the investment of British capital in Canadian enterprises."

"Can we afford," queried Mr. George, "to have these correspondents return to Britain feeling that from what they have seen, Australia is more of a money-making country than Canada, or that it offers better fields for the profitable investment of capital?"

"Or can we afford to have these correspondents through their various publications advise that from the size and importance of the industrial establishments, Canada is a less desirable country for the emigrant seeking employment than in Australia?"

"Should these representatives obtain anything but a most favorable impression of Canada in these two respects alone, it would be little short of a national misfortune.

WILL PROMOTE TRADE ABROAD.

"Again, at the present time, manufacturers of Canada are energetically pushing for a share in the world's foreign trade, and especially with Great Britain and the other colonies. Anything, therefore, that tends to strengthen the feeling of Imperial sentiment throughout the Empire and at the time to impress upon the British reading people the size and importance of the industries of Canada, and their ability to provide for the wants of their large classes of consumers, does an important work in making possible further extension of Canadian trade. So that those who regard the whole aim and object of the erection of the arch to be merely for the purpose of the Royal party passing under it once in the course of their visit, fail to grasp the true importance of the effort."

Mr. George points out that while everything of this class tends to strengthen the friendly ties existing between the different parts of the Empire, yet, at the same time, in making known abroad the resources of

Canada, and in the reproduction of photographs of arches erected as representative of the industries of the country in all the various publications of the Empire, it cannot fail to assist in the education of the British people of Canada's resources, long after the arches have been cleared away.

THE AGRICULTURAL IMPLEMENT SECTION.

A meeting of the agricultural implement manufacturers, members of the Association, was held in the Association rooms, September 5 at 2 p.m.

Mr. Jas. Maxwell, chairman. Others present were: E. G. Volkes, L. Melvin Jones, J. A. Publow, W. E. H. Massey, W. Cockshutt, W. T. Johnston, H. Horsman, Arthur White, N. Lovell, H. P. Coburn, D. Thom, John Goodison, R. J. Kerr, D. Tolton and P. E. Shantz.

The first business before the meeting was the formal adoption by those present of the by-laws submitted by the Executive Committee to the section, establishing it as a branch of the Canadian Manufacturers' Association.

The adoption of these was moved by Mr. Massey, seconded by Mr. Johnston. —Carried.

Other matters with reference to the tariff on agricultural implements, freight rates in Canada, and exhibiting at fall exhibitions were considered.

The meeting adjourned to meet again at the call of the chairman.

WIRE AND CHAINS.

In the preparation of *The Canadian Trade Index*, an error has been discovered whereby the important firm of The Dominion Wire Mfg. Co., Montreal, were left out of the following headings: Jack chains, steel wire and wire goods.

Members of the Association would oblige by making these corrections in their copies.

A CORRECTION.

We regret that in last issue an error was made in giving the name of the chairman of the Tariff Committee on the page which describes the organization of the Association. The chairman of this committee is Mr. Geo. H. Hees, of Geo. H. Hees, Son & Co., Toronto. The committee is one of the most important of all the Association committees, and Mr. Hees, as its chairman, has rendered most valuable service throughout the past year.

WANTS FURNITURE.

One of our members informs us that a certain firm in Vernon, B.C., is in the market for half a car load, or a car load of furniture and desires catalogues from some reliable company. Perhaps this may be of interest to some of our members. The address may be had on application to the secretary.

Woollen Tariff.

IN The Globe, of Thursday, September 19, there appeared the following item:

"The Canadian woollen men have been making the air blue with complaints that the preferential tariff of 33⅓ per cent. was ruining their business. The last fiscal year ended June 30, and was the first complete 12 months in which that rate was in operation, and the trade returns show that the importations of woollen goods amounted to \$9,944,105, as against \$9,801,565 in the previous year. This is an increase of only \$140,000, or about 1 per cent. Judging from these figures, the woollen industry has not been materially affected by the cut of one-third on the tariff."

A subsequent editorial in The Toronto Star made use of the same figures to show that the preferential tariff had not hurt the woollen industry.

These two arguments may be dealt with separately: First, that the preferential tariff has not hurt the woollen industry, and, second, a comparison of the imports for the years 1900 and 1901.

Leaving out the articles that are not properly classed as woollen goods, but are really articles made from woollens, such as shirts, blouses and shirt waists and ready-made clothing, the imports of woollen goods since the operation of the preferential tariff have been as follows:

1897.....	\$6,295,057
1898.....	7,232,250
1899.....	8,656,790
1900.....	8,765,663
1901.....	8,965,360

In other words, the increase in the importation of woollen goods in the four years while the preferential tariff has been in force has been \$2,670,303.

When this was placed before the Government last session one of the Ministers pointed out that the large increase in the population, that would be shown by the census, would account for this increase in the importation of woollen goods. This statement will not be made now.

A more reliable explanation is obtained by a comparison of The Textile Directories of the years 1895, 1899 and 1901, which show that machinery capable of making \$2,750,000 worth of woollen goods has ceased to operate in Canada during that time.

How much this means to the industry in Canada may be obtained from an accurate calculation made last year which places the total production of Canadian woollen mills in 1895 at nine and three-quarter millions and last year at seven millions. In other words, nearly 30 per cent. of the present trade of the Canadian woollen mills has been displaced during the past four years by im-

ported goods. This shows how the preferential tariff has affected the imports of woollen goods.

The second argument, that the increase in the preference from 25 to 33⅓ per cent. (as reflected in the imports for the years ending June 30th, 1900, and June 30th, 1901, respectively) has led to a very small increase in the importation of woollen goods, is entirely misleading on account of the difference in values for the goods during these two years. The prices for all classes of woollens have depreciated fully 15 per cent. and despite this the importation of woollen goods in dollars has increased practically some \$200,000. This is shown by the Government statistics of imports by yards and pounds.

Table "A" gives the imports of those articles measured in yards in the Customs returns for the two years 1900 and 1901:

TABLE "A."		
	1900.	1901.
	Yards.	Yards.
Cassimers, doeskins, cloths, tweeds.....	3,932,032	5,012,693
Coatings and over-coatings.....	989,364	1,065,342
Felt, cloth and horse-collar cloth.....	33,995	62,736
Flannels.....	542,522	731,527
Carpets.....	2,376,476	2,153,860
Total.....	7,874,389	9,026,158

The imports of the goods included in the above table amount to \$8,365,086, or fully 99¼ per cent. of the total woollen business.

The increase in the imports of these for 1901 as above the year 1900 was 14.6 per cent., and amounted to 1,151,769 yards.

Table "B" gives the imports of woollen goods that are measured by pounds in the Customs returns:

TABLE "B."		
	1900.	1901.
	Lb.	Lb.
Blankets.....	108,057	92,500
Yarns.....	855,507	909,654
Felt.....	432,748	490,038
Shoddy.....	78,842	43,677
Total.....	1,475,154	1,535,869

The imports of woollen goods included in table "B" amount to \$600,274, or about ⅔ of 1 per cent. of the whole woollen business.

The rate of increase in this class for the imports of 1901 over the year 1900 was 3.9. Hence the following facts are indisputable:

1st. The woollen imports have increased in value during the four years of the preferential tariff about \$2,670,303.

2nd. Woollen machinery capable of producing \$2,750,000 worth of woollen goods has ceased to operate, and has thrown a

corresponding number of men out of employment.

3rd. The imports of woollen goods increased 14½ per cent. in 1901 over the year 1900 as a result of the increase in the preferential tariff from 25 to 33⅓ per cent.

Surely it is not necessary for this industry to show that the whole of its trade is being swept away in order that it may receive just consideration at the hands of the Government!

NOTES.

The Albion Iron Works Co., Limited., of Victoria, have arranged to operate the foundry and machine shop of the old B.C. Iron Works of that city, which have been closed for over three years.

Owing to the increased demand for shingles, three new shingle mills are at present in course of construction in Vancouver, and one at New Westminster.

The South Shore Railway.—The Government of Nova Scotia has decided to advance a further loan of \$3,500 per mile to the Halifax and Southwestern Railway Company. The total sum advanced therefore will now be \$13,500 per mile. The road is now built from Yarmouth to Barrington, a distance of 51 miles. The total distance to be completed, with branches, will be about 180 miles, which will, therefore, entail an expenditure of about \$2,430,000 on the part of the Province of Nova Scotia. This is by far the largest and most important railway project ever launched in Eastern Canada, and the contract will, no doubt, be one of the most important of the factors in the coming Provincial elections, which will probably be held early next month. This loan by the Provincial Government, with the Dominion subsidy, which will be not less than \$3,250 a mile, and the private capital of the company, will, it is believed, insure the construction of the road. The Government retains a first mortgage on the entire property until the payment of the loan. The effect of this arrangement is that the road will be financed with the Government credit, thus avoiding the burdens on traffic which are necessitated by large capitalization and expensive financing.

Winnipeg to Port Arthur.—Mr. D. D. Mann, of Mackenzie & Mann, in an interview with a Manitoba Free Press reporter recently said: "We anticipate a completion of the line by October 15. The first train over the Rainy river bridge will be run on Monday next. Our bridge over the Red from Winnipeg to St. Boniface will be finished in about a month, and about two-thirds of the Rainy lake bridge is finished. We have practically all the grading completed through to Port Arthur, and steel is being laid at the rate of three miles per day. There are now 170 miles of steel laid from Port Arthur west and the same number east of Winnipeg. The whole distance being 437 miles, that leaves us 97 miles more to finish."

THE BRITISH WEST INDIA MARKETS.

Possibilities of Trade Development Exceedingly Bright. Exporters Should Visit the Islands and Inspect for Themselves

FLOUR.

AS is well known to millers of Canada who have studied the trade returns, the total consumption of flour in the British West Indies and British Guiana is in the vicinity of 750,000 barrels per year. The sales of the various grades may be classified as follows: Pillsbury's "Best" and flours of similar quality, 15 per cent.; extras, such as "Knickerbocker" and "St. Lawrence" made by the city mills of New York, 35 per cent. and low grade, and low grade extras the latter similar to a Canadian flour such as "Sweet Home," 50 per cent.

The difficulties which Canadian exporters met with were, first, the prejudices of the consumer in favor of the American product; second, lack of continuous and effective representation among the trade; and, third, the indisposition of the West India dealer to handle Canadian flours in any other way than on consignment.

Some few years ago it was contended that Canadian flours would not keep in the West Indies and that our flour barrel was too large and not made in the right way. These objections, however, have now been done away with; first, by practically demonstrating that the flour will keep, and, second, by millers in the exporting trade adopting a similar hooped barrel to that used in the United States. The imports of Canadian flour in the island of Trinidad, which in 1899 were only 650 barrels, last year increased to 2,500 barrels and it is said that during the first half of 1901 the sales had reached a total of between 3,000 and 4,000 barrels. Several Canadian millers who have been following the trade for a number of years have at last been able to book orders at a fixed price f.o.b. at the mills, and it seems probable that this business will be further increased during the present season. I would advise the establishing of permanent representation at the principal points, such as Barbados, Trinidad and Demerara. American millers keep their travelling men on the ground during the best part of the year and in this, as well as other ways, have especial advantage over the Canadian miller who is not represented. I understand that account sales rendered for low-grade flours to Canadian millers have shown a profitable return, and, while the quantity of this article produced is small in comparison with our other grades, yet there is sufficient to largely increase the total of our West India exports.

The West Indies offer a promising field for good advertising. There are a number of fairly high-class newspapers but I think the bulk of the people could be more effectively reached by means of bill boards and enamel signs. This, however, is merely a

matter of detail and can be decided upon when looking over the field.

CHEESE.

The total annual importation of cheese into the Windward Islands and British Guiana are large. Trinidad takes 250,000 lb.; Barbados, 80,000 lb.; Grenada, 30,000 lb.; St. Lucia, 35,000 lb.; the Leeward Islands, 40,000 lb.; and British Guiana, 270,000 lb.

A few years ago practically the whole supply came from New York, but Canada is slowly making headway, particularly in the islands of St. Lucia, Barbados and Trinidad. Last year the imports of St. Lucia were 31,528 lb. out of which we supplied 11,437 lb. and in Barbados our sales were 20,398 lb. in a total import of 61,370 lb. The principal exports from Canada are sent by Smith & Proctor, of Halifax, who deserve great credit for the efforts they have made to develop the trade. The last market report I have seen quoted Canadian cheese in 30-lb. boxes at 15c., Trinidad; this price is a little below the normal condition of values. The duty in Trinidad is 2c. per lb.

T. Geddes Grant, Port of Spain, in that island, is a reliable man to write for details or general information.

BUTTER.

Canada's total sales of butter to the British West Indies and British Guiana last year were only 265,000 lb., a quantity considerably less than the total imports of the little island of Barbados, which in itself consumed nearly 300,000 lb. More than 75 per cent. of the butter consumed in the West Indies is a low-grade article which comes from England and is said to be made in France. This butter is very highly salted and very highly colored and is put up in 32 and 60-lb. oak packages with iron and wooden hoops. The price delivered is usually in the vicinity of 17c. to 18c., and while we have nothing in Canada of as poor a quality to match it, yet there is a possibility of selling a better article as a substitute providing the work is undertaken in the right way. The supplies of high-class creamery butter in tins are drawn from Denmark, and France and the "Bluenose" brand, put up at Halifax, is also making good progress.

CANNED GOODS.

The trade between the United States and the West Indies in the line of canned goods is of fairly large proportions. Tomatoes, pears, apples, peaches, peas, and corn are sold in 2 and 3-lb. tins. There is also some sale of fresh herring, haddock, bloaters, kippered herring, pork sausage, salmon, etc.

OTHER FOOD PRODUCTS.

In hams and bacon the bulk of the supplies comes from the United States, although a little high-class quality bacon and Yorkshire ham are brought out from England.

Canada is doing a fairly good trade in the export of potatoes, but large quantities are still imported from England at the principal islands.

There seems a possibility that, with raw material at a minimum cost, our manufacturers could sell large quantities of soap in the West Indies. The principal demand is for a bar soap worth about 2½c. a lb. f.o.b. Liverpool, England.

Many millions of pounds of biscuits are sold in the West Indies by New York houses. A common looking biscuit, similar to Canadian pilot bread, is sold at about 3c. a lb. f.o.b. New York.

The condensed milk trade is almost entirely in the hands of English exporters, and at the prices quoted there would seem to be very little profit in the business.

MISCELLANEOUS.

Some business might be done in the line of woodenware, indurated ware, doors, sashes, screens, coffins, carriages, and other similar products.

There is also a chance for quite a good business in boots and shoes as the people are now disposed to buy Canadian and American styles in preference to the English. United States manufacturers have already turned their attention to this field and the sooner our people follow their example, the easier it will be to secure the business.

Fortnightly steamers from Halifax, making the round trip to Demerara and return, calling at all the various islands afford Canadian exporters an excellent opportunity of personally inspecting the possibilities of these southern markets. The agent of our line in Toronto, Mr. R. M. Melville, will be glad to answer inquiries with regard to passenger rates, and letters to the head office at Halifax will secure fullest information about freight charges and preparation of articles for shipment.

(Signed) C. S. PICKFORD,

Representing The Pickford
& Black S. S. Co.

CANADIAN HOME JOURNAL BOUGHT BY MR. HUGH C. MACLEAN.

That the tendency to amalgamation now-a-days has been extended to journalistic circles as well as commercial, is shown by the recent purchase of The Canadian Home Journal by Mr. Hugh C. MacLean, publisher of The Ladies' Magazine, Toronto. The Journal, which was established many years ago, will be discontinued as a distinct publication, and will be merged into The Ladies' Magazine, which has already won a place for itself as the popular home paper for Canadian women.

Development of Manufacturing Interests.

Views of an Expert.

WE have pleasure in presenting below a letter from Mr. J. S. Larke, Canadian Commercial Agent in Australia, dealing with export matters. The reply was received by Mr. Geo. H. Hees, chairman of the Tariff Committee of the Canadian Manufacturers' Association, in response to a letter addressed to Mr. Larke on this subject. Mr. Hees has taken deep interest in the question of the extension of the market for Canadian manufactured goods, and has already submitted some valuable suggestions to the Association along these lines.

Following out this work he wrote Mr. Larke expressing his opinion that the securing of markets for Canadian manufactured goods was a matter of the greatest importance to the development of the country, and that it was the duty of the Government to give the matter every attention, and to assist in the way of providing commercial agents in the important markets of the world, and by getting these men well informed with reference to trade matters both at home and in the countries where they are resident.

Mr. Larke's reply to this letter is significant, and is given below in full:

Sydney, N. S. W., August 13, 1901.

Dear Mr. Hees,—I have yours of June 26. It is a coincidence that on June 10 I wrote you anticipating, to a considerable extent, your suggestions. Your views are mine, and long since were mine. Some time ago I turned up a paper written in 1890 for the late Sir John A. Macdonald. I therein took the ground *that the future of Canadian manufacturers would largely depend upon seeking markets abroad.* My idea was to apply to manufacturers a modification of the policy which I had suggested years before in respect to our dairy industry. There is no question that it has developed our cheese and butter productions. The constant visits of Professor Robertson to Great Britain and his return to meet Canadian producers have cost something, but they have abundantly repaid the outlay. General manufactures are more complex than butter and cheese making, and no man can be an expert in all lines, but Canadian industrial development has reached the stage that it is not necessary so much to tell our people how to make. Nor has it reached the stage that the chief need is to show what to make. The principal concern is *to ascertain what lines Canadians are making that can be sold abroad, and to point out how best to get the market. Hence the need that the Canadian agent abroad should be in touch with Canadian manufacturing progress! and he can only learn well by personal sight.* Thus I ought to be able to give some useful information respecting the markets that will inspire the ambition of our people to take advantage of the opportunities offered and to avoid the errors which have

marred so many efforts. *Five minutes speech makes more impression than a ream of letters.*

Canada has found it to be more profitable to export cattle rather than wheat, and butter and cheese rather than cattle; mainly because there is more labor and less waste of our natural resources in cattle than in wheat, and to a greater extent in butter and cheese. *It is still more so in the export of manufactures. No one ought to be more interested in that export than the Canadian farmer for thereby he is able to reach markets which otherwise would be closed to him. No Ontario farmer thinks of sending butter or mutton or wool to Australia, yet every thousand dollars worth of goods sent here when reduced to their elements, mainly, made up of butter, and mutton and wool and the other productions of the Canadian farmer sold directly and indirectly to the mechanics and the capitalists who made them.* It seems to me that it is to the highest interest of Canada that reasonable aid should be given to Canadian manufacturers to secure an export trade.

It is not enough to get it: It must be held afterwards. A glance at our returns will show how fluctuating has been our trade with countries which were good markets for our goods. Take Australia for instance. In 1876 our exports were \$185,610. The next year an effort was made to extend the trade and in a few years it reached the sum of \$661,208. It then declined until 1894. When the Government renewed its work, it had fallen to \$288,352, composed, if I recollect aright, chiefly of fish and timber. It is many times that now, and though our sales of both fish and timber have increased, they form but a limited percentage of the trade. What is needed is continuity of effort.

I have further replied to your inquiry as briefly as I could. I rejoice to learn of the great interest taken by the Manufacturers' Association in the export trade, and were I in a position to accept your kind invitation to address it, I should gladly do so and point out the good work it has done here and how it might extend its usefulness.

Very truly yours,

(Sgd.) J. S. Larke.

CORRESPONDENCE.

Editor INDUSTRIAL CANADA:

Dear Sir,—In the last number is a letter from "Canadian" calling attention to the too free use of the title "American" as applying to citizens of the United States only. It is time this was given attention and it is a most surprising thing that even strong opponents of the "Monroe Doctrine" are among the most frequent sinners in this respect.

No doubt, careless Canadians will say that the title "Canadian" is good enough for them. It is this carelessness that too

long has worked to the detriment of Canada. Loyalty to Canada and Canadian patriotism must show more than a tranquil life in view of the theft of one of our birthrights.

Does not a Scotchman resent the terms "English Navy," "English Army," while Scotland is so thoroughly part and parcel of the "British Army" and "British Navy?" Would British, French, German, or other European people quietly allow Russia to preempt the exclusive title of "Europeans?"

But is it only a question of a name or is there another consideration? Yes, decidedly, and the sooner Canadians awake to it the better. It is very well known how little information even our own relatives in Great Britain have about Canada, her wealth, resources, commerce, etc. True, they know we sent regiments to fight for the flag in South Africa, they know that we have a large territory over here somewhere, but when it is of daily occurrence that people from Halifax visiting the Old Country are asked if they ran across "my friend A.B.C., of Brandon," and such like evidences of want of knowledge of Canadian geography, can we expect them to know or care about important questions concerning our welfare?

If then this dearth of knowledge about us is so much in evidence among our own relatives, then how can we expect absolute strangers, both of nation and language, to be better informed?

It may be asked, what is all this leading up to and how does it affect us? Ask any of our Government agents in any of those foreign countries and they will tell you that it is against us in many ways, but particularly in trade. Anything coming from Canada is classed as American and America means the United States, and so Canada is wiped out.

How long are we Canadians going to allow the Stars and Stripes to be called the "American Flag?"

To put this matter straight, every Canadian newspaper, journal and magazine, every public speaker, every Canadian, in fact, should insist on citizens of the United States being called such and not "Americans."

Who were the men who suggested the names "Uslanders" or "Usonian," the latter derived from the initials of United States of North America, i.e., "Usona?" If the citizens of the Republic cannot find a name let the world supply one by which they will be known as of the United States.

What are our United Empire Loyalists doing? Did not their fathers fight for the good old flag in "America," and when they crossed the border, were they not still in the loyal part of "America?" Was it not the revolutionists who started the independence cry and turned rebels to the Government and afterwards founded the United States? Then Canadians are really the "Americans."

Our local British national societies should also take up their share of putting our

grasping neighbors just where they belong. Once let the question get properly before the people and it will be a sad blow to our self-esteem if before long the world does not support our mild effort at making it known that we do not recognize the "American" flag or the Monroe doctrine.

When we have shown how to respect our rights, we will be in a position to claim that we are part of this hemisphere.

British capital and enterprise may then invest in Canadian industries instead of seeking an outlet in foreign securities (which often prove to be very insecure).

This letter has run to too great a length, but the subject should bring out opinions from many others and it is sincerely hoped that the question will be taken up by the press of Canada.

A BRITISH-AMERICAN.

TO FURTHER TRADE WITH THE WEST INDIES.

Messrs. Pickford & Black, steamship owners, Halifax, N.S., have hit on a plan for advertising Canadian goods in the West Indies which is worthy of the attention of members who are interested in that market.

Formerly a very serious obstacle has been met in the way of developing Canadian trade with the West Indies in the lack of knowledge regarding Canadian products and Canadian institutions among nearly all classes of the West-Indian people. Messrs. Pickford & Black have tried as best they could to combat the prejudice in favor of the United States, but, with the representatives of United States houses travelling up and down the Islands doing their best to depreciate things Canadian, the task has at times been rather discouraging. Under these circumstances it has occurred to them that a good idea would be to establish a library in each of their ships, a room in charge of the captains, which should contain all the latest Canadian trade journals, booklets issued by the boards of trade and tourist associations, railway booklets, the best Canadian newspapers, and as large an assortment as possible of printed matter issued by manufacturers regarding Canadian products. They desire specially to announce that they will be glad to receive contributions of catalogues and literature from all Canadian manufacturing and exporting houses. The Association has already furnished them with a large number of Trade Indexes for distribution among inquirers. Each trip of the steamers several hundreds of passengers are carried to and from the different islands, none of them staying on board less than 24 hours, and it is by getting them to read about Canada and what she can do that they hope in time to develop a larger export trade.

Western Freight Rates Investigation.

THE presentation of the report of the Winnipeg Board of Trade to Prof. McLean, Government Commissioner to investigate railway grievances, took place on September 13 last.

Of this report we print the following sections as likely to prove of special interest to our manufacturers:

4. The board would draw your attention to the comparison made (Appendix C) between the rates applying on merchandise from New York to St. Paul via the Soo line (which for the greater distance passes over the C. P. R. and roads controlled by it) and the rates from Montreal to Winnipeg all rail. In each case the merchandise is shipped from an ocean port to an inland jobbing centre relatively situated.

	Miles.	1.	2.	
New York to St. Paul.....	1,453	1.05	91	
Montreal to Winnipeg.....	1,423	1.98	1.70	
		<u>93</u>	<u>79</u>	
		3.	4.	5.
New York to St. Paul.....	70	49	42	
Montreal to Winnipeg	1.35	1.05	88	
		<u>65</u>	<u>56</u>	<u>46</u>

5. The board understands that the object of the present commission is simply to gather information for submission to the House of Commons and that you will not deal further, or especially, with any exceptional inequality of rates, or injustices in the freight rates situation at any particular point in Canada.

In view of this fact the board contents itself by submitting its statement that while the C. P. R. authorities when approached by this board on the subject of lower freight rates invariably have stated that when the tonnage of Manitoba freight increased, the rates would be reduced, but notwithstanding these promises, the fact remains that the freight tonnage on Manitoba and Territorial business has enormously increased since 1894, and yet the rates chiefly affecting the people in this territory remain, on the whole, practically as they were in that year. The board at this time, as it has had frequent occasions in the past, insists that the freight rates on Manitoba business are altogether excessive, and, in justice to the people, should be very materially reduced.

8. The Government of the Dominion of Canada has made the enlargement of our canals and the deepening of the main waterways a settled policy, this policy having for its object the cheapening of transportation, with a view to the benefit of the whole people, but, the Canadian Pacific Railway company for some years, in defiance of Canadian public policy, has enforced, and is at present enforcing, a system of discrimination by exacting an increased charge for freight on goods consigned to Winnipeg and

other points in Manitoba when delivered to it at Port William by other than certain favored lines of boats. This discrimination as practised, tends to restrict the amount of vessel tonnage coming to Fort William from Eastern Canada, and besides preventing competition in rates on the Great Lakes in west-bound freight, restricts the amount of vessel tonnage east-bound available for grain and other produce, and thereby affects the value of the same in the farmer's hands. This board has on several occasions protested against such discrimination. The following rates actually in force are given to illustrate this injustice:

Rate — Fort William to Winnipeg,— Freight from favored lines:

First class, 93c.; second class, 79c.; third class, 65c.; fourth class, 56c.; 5th class, 47c.

Freight from outside lines:

First class, \$1.16; second class, 98c.; third class, 80c.; fourth class, 66c.; fifth class, 57c.

Other classes in proportion.

Subsequently an investigation was held at Edmonton, where the local Board of Trade also presented a report. We quote the following:

Re freight rates, inward: Like every other point in the Territories, Edmonton pays a very heavy inward freight on everything it has to import from Ontario, or other eastern Provinces, in comparison with the through rates given to British Columbian points, especially where any competition exists.

Following are the local rates from Montreal to Edmonton:

1st class—\$3.84.

2nd class—\$3.71¼, or lake and rail, \$3.24¼.

3rd class—\$2.94¼.

4th class—\$2.16¼.

5th class—\$1.92, or lake and rail, \$1.76.

Brantford, Hamilton or Toronto:

1st class—\$3.84.

2nd class—\$3.25.

3rd class—\$2.06.

4th class—\$1.97.

5th class—\$1.75.

Winnipeg to Edmonton:

1st class—\$2.69.

2nd class—\$2.08.

3rd class—\$1.66.

4th class—\$1.07 carload lots.

Fort William to Edmonton:

Salt, 79c. in carload lots. Salt costs at Fort William, 65c. per 200-lb. bag, and the freight, therefore, comes to \$1.58 per bag.

Vancouver to Edmonton:

Sugar in car lots—\$1.08.

The Canadian Manufacturers' Association.

General Organization.—This Page is Published for the Convenience of Members in Making Use of The Association.

OFFICERS OF THE ASSOCIATION, 1900-1.

PRESIDENT:

P. W. ELLIS, - P. W. Ellis & Co., - Toronto.

FIRST VICE-PRESIDENT:

C. C. BALLANTYNE, The Sherwin-Williams Co., Montreal.

ONTARIO VICE-PRESIDENT:

CYRUS A. BIRGE - Canada Screw Co. - Hamilton.

QUEBEC VICE-PRESIDENT:

E. TOUGAS - P. D. Dods & Co. - Montreal.

NOVA SCOTIA VICE-PRESIDENT:

D. W. ROBB, - Robb Engine Co. - Amherst.

NEW BRUNSWICK VICE-PRESIDENT:

C. J. OSMAN, - Albert Mfg. Co., - Hillsboro.

MANITOBA VICE-PRESIDENT:

F. W. THOMPSON, Ogilvie Milling Co., Winnipeg.

BRITISH COLUMBIA VICE-PRESIDENT:

F. C. WOLFENDEN - Okanagan Flour Mills Co. Armstrong, B.C.

TREASURER:

GEO. BOOTH, - Booth Copper Co., - Toronto.

SECRETARY:

T. A. RUSSELL, B.A. - - - - - Toronto.

LOCAL BRANCHES.

Local branches have been established in Montreal, Toronto and Halifax, to deal with local matters affecting their respective cities or Provinces. The following are the chairmen of these branches:

CHAIRMAN MONTREAL BRANCH:

FRANK PAUL, Belding, Paul & Co., Montreal.

CHAIRMAN TORONTO BRANCH:

W. K. GEORGE, Standard Silver Co., Ltd., Toronto.

CHAIRMAN HALIFAX BRANCH.

A. C. STEVENS, Nova Scotia Furnishing Co., Halifax.

EXECUTIVE COMMITTEE.

Chairman—P. W. Ellis, of P. W. Ellis & Co., Toronto, President of the Association.

The Executive Committee acts as an advisory board to the general officers of the Association, receives and confirms or rejects reports from all subsidiary committees, and deals with matters of general policy affecting the Association. Any member is cordially invited to attend its meetings which are held monthly on the second Tuesday of each month at 2 p.m. in the Council Chamber of the Board of Trade, Toronto.

TARIFF COMMITTEE.

Chairman—Geo. H. Hees, of Geo. H. Hees, Son & Co., Toronto.

The duty of the Tariff Committee is to hear, consider, and act upon all applications from manufacturers who may desire the cooperation and assistance of the Association where concerted action may be deemed necessary in behalf of any particular industry, or of the manufacturing interests of the whole country. It is alive to any changes in the Canadian tariff and watches the interests of Canadian manufacturers and exporters.

RAILWAY AND TRANSPORTATION COMMITTEE.

Chairman—Archibald Campbell, Toronto.

The object of this committee is to deal with all questions relating to railways and transportation. It endeavors to secure equitable freight rates on Canadian railways, and may be appealed to by any member of the Association who wishes to have a grievance redressed. It deals with all such questions as the fast Atlantic service, the Pacific cable, the improvement of the canal system, and endeavors to have protection extended to lake, river and coast navigation.

PARLIAMENTARY COMMITTEE.

Chairman—C. H. Riches, Toronto.

It is the duty of this committee to watch the interests of the manufacturers in so far as they are affected by any proposed legislation and to take steps to protect same, and also to endeavor to secure the passing of such legislation as they may consider will be to the best interests of the manufacturers and the country as a whole.

COMMITTEE ON COMMERCIAL INTELLIGENCE.

Chairman—S. M. Wickett, of Bickell & Wickett, Toronto.

This committee has power to deal with such questions as the metrical system, moneys, weights and measures, industrial schools and schools of applied art, a national museum of manufactures and fine arts, expositions held in Great Britain and foreign countries, and the securing of all information that will be beneficial to Canadian manufacturers.

RECEPTION COMMITTEE.

Chairman—Thos. Roden, of Roden Bros., Toronto.

The business of this committee is to look after the reception and entertainment of distinguished visitors. It also arranges for special lectures and banquets from time to time as it may deem fit in the interests of the Association.

INDUSTRY AND MEMBERSHIP COMMITTEE.

Chairman—Jas. P. Murray, of the Toronto Carpet Manufacturing Co., Toronto.

This committee has power to devise means for securing new members and accepting the applications when submitted. It also deals with ways and means of extending the work of the Association in various directions.

FINANCE COMMITTEE.

Chairman—P. W. Ellis.

The object of this committee is to pass all accounts of expenditure by the Association and to deal generally with finance matters relating to the Association.

COMMITTEE ON TECHNICAL EDUCATION

Chairman—R. Y. Ellis.

This is a special committee to deal with ways and means of promoting of better technical education in Canada.

COMMITTEE ON "INDUSTRIAL CANADA."

Chairman—W. K. McNaught.

This committee has charge of the conduct of INDUSTRIAL CANADA and decides all matters affecting its general policy.

TRADE SECTIONS.

Special sections of the Association have been organized for the further looking after of the particular interests of each section. The following are the different sections organized, together with their respective chairmen:

Woollen Section—J. B. Henderson, of the Penman Manufacturing Co., Paris, chairman.

The Agricultural Implement Manufacturers' Section—Jas. Maxwell, of David Maxwell & Sons, St. Marys, chairman.

Piano Manufacturers' Section—O. Newcombe, of the Newcombe Piano Co., chairman.

REPRESENTATIVES TO THE TORONTO INDUSTRIAL EXHIBITION BOARD.

The following have been appointed representatives on the Toronto Industrial Exhibition Board:

W. K. McNaught, of the American Watch Case Co., Toronto.

Geo. Booth, of the Booth Copper Co., Toronto.

J. O. Thorn, of the Metallic Roofing Co., Toronto.

Fred. Nicholls, of the Canadian General Electric Co., Toronto.

R. E. Menzie, of the Menzie Manufacturing Co., Toronto.

J. N. Shenstone, of the Canada Cycle and Motor Co., Toronto.

Jas. Tudhope, of the Tudhope Carriage Co., Orillia, Ont.

T. L. Moffatt, jr., of the Moffatt Stove Co., Weston, Ont.

Jno. Tilden, of the Gurney-Tilden Co., Hamilton.

O. Newcombe, of the Newcome Piano Co., Toronto.

R. B. Andrew, of the Bell Organ and Piano Co., Guelph.

F. B. Fetherstonhaugh, of Fetherstonhaugh & Co., Toronto.

BRANCHES OF WORK.

COMMERCIAL INTELLIGENCE BUREAU.

This department is devoted to the furnishing of commercial information to members, such as lists of importers, etc., in foreign countries, information re Customs tariffs, statistics relating to Canadian trade, etc.

FINANCIAL REPORTS.

The Association has made arrangements to supply its members with reliable reports on the financial standing of foreign firms at absolute cost price.

ASSOCIATION ROOMS.

The offices of the Association at Toronto are at the disposal of any member when in that city. The daily newspapers from all the principal cities of Canada are there kept on file, together with the leading trade journals of Canada, the United States and Great Britain.

EXPORT TRADE.

The Association endeavors in every way possible to assist members in developing foreign trade. It has its own representatives in countries to which Canada exports, who keep it supplied with useful information. Catalogues of members are distributed among foreign buyers and The Canadian Trade Index has been circulated extensively throughout the world. Inquiries for Canadian trade are handed over to manufacturers likely to be interested, and foreign buyers visiting this country are rendered every assistance in getting in touch with members.

PUBLICATIONS ISSUED.

Canadian Trade Index, or, Membership Directory of the Association, distributed free to buyers in Canada and foreign countries.

INDUSTRIAL CANADA, the official paper of the Association, published monthly, and devoted to furnishing members with a regular account of the work being carried on by the Association and other interesting information.

A VALUABLE BOOK.

Favorable Comment on The Canadian Trade Index.

THAT The Canadian Trade Index will prove of great service to members of the Association there can be no reason to doubt. The work of distribution has been progressing favorably, some 9,000 copies having now been sent out. As yet letters acknowledging receipt of the book have not been received from foreign firms, but in Canada letters have come from all over the country, referring in very high terms to its value as an assistance in business. A member in Quebec writes as follows: "We beg to acknowledge receipt of your favor of the 31st ult., which was enclosed in a member's copy of The Canadian Trade Index. Kindly allow us to offer you our most sincere thanks for same. It is one that you can be proud of, and which will serve the commercial interests of the Canadian manufacturers abroad. We appreciate very much indeed the fact that the Index is published in three languages, and we note with pleasure that all information can be got in French, and sincerely hope that it will bring a good result."

Another member writes: "We beg to acknowledge receipt of your letter of the 31st ult., also The Trade Index, for which accept thanks. We are pleased with the manner in which this publication is completed, and recognize the usefulness of it, knowing that thereby each and every manufacturer represented therein will obtain large benefits and returns therefrom."

Another manufacturer, referring to the circular letter, says: "We would say that there are about 100 firms with whom we are doing business in Europe, principally in England, and if you would favor us by sending this quantity here we would send them with one of our freight shipments over to our Eastern branch. We consider The Index is a particularly good medium for advertising Canada in foreign countries, and it is likely to be an important factor in bringing the possibilities of Canada to the notice of the mercantile world."

A Montreal member writes as follows: "Copy of Canadian Trade Index received this morning, and I wish to congratulate you most heartily on the very businesslike, thorough, and artistic manner in which it is gotten up. There is no doubt but that the distribution of this Canadian Trade Index will place the Canadian manufacturers and their wares more prominently before the foreign markets than has ever been accomplished before, and ought to be the means of greatly increasing Canadian export trade."

A copy of The Index was also sent to each of the Canadian boards of trade. Out of the many letters received in acknowledgment, the following are a few samples which indicate the opinions of business men

who are in a position to estimate the value of The Index to Canadian manufacturers:

Cornwall, Ont., September 5, 1901.

"To the Canadian Manufacturers' Association.

"Gentlemen,—I have to acknowledge with thanks the receipt of a complimentary copy of your Canadian Trade Index. I am placing it in the public library (on the table) where it will be seen by all business men in our town, and also by some strangers.

"Yours truly, D. MONROE."

Saint John, N.B., September 5, 1901.

"Canadian Manufacturers' Association.

"Dear Sirs,—Please accept thanks of the St. John Board of Trade for copy of Canadian Trade Index received to-day.

"This book will be most valuable to our members, and I am sure they will appreciate your courtesy in sending it to our Board. I will put it in a prominent place in our rooms where it will be accessible to our members.

"I am, your truly,

"F. O. ALLISON, Secretary."

Charlottetown, P.E.I., Sept. 11, 1901.

"Messrs. The Canadian Manufacturers' Association, Toronto.

"Dear Sirs,—Your favor of 28th ult., also under separate cover copy of The Canadian Trade Index, all received and have been placed in a prominent place in our Board of Trade room.

"Please accept best thanks for your valuable book.

"Yours respectfully, W. W. CLARKE,

"Secretary Board of Trade."

Guelph, September 4, 1901.

"The Canadian Manufacturers' Association, Toronto, Ont.

"Gentlemen,—On behalf of the Guelph Board of Trade, I wish to acknowledge receipt of a copy of The Canadian Trade Index, and thank them for the same; it is a credit to our industries, and the Association is to be commended for their effort.

"Respectfully yours,

"C. LAW, Secretary."

Waterloo, Ont., September 4, 1901.

"The Canadian Manufacturers' Association, Toronto.

"Dear Sirs,—I beg to acknowledge with thanks the receipt of The Canadian Trade Index, just to hand. The Index is certainly calculated to be of very great assistance to those desiring to post themselves upon Canadian manufacturers and their pro-

ducts, and I shall not fail to bring it prominently before the members of our Board.

"Yours very truly,

"JAMES C. HAIGHT, Secretary."

Port Hope, September 4, 1901.

"The Canadian Manufacturers' Association, Toronto.

"Gentlemen,—I am in receipt of your Canadian Trade Index by to-day's mail for which I am very thankful. It is an admirable book, eminently fitted to further the trade interests of our Dominion.

"We will undoubtedly give it a prominent place, for it is a useful book.

"Believe me to be,

"Very truly yours,

"R. GRAY, Secretary Board of Trade"

PRESS COMMENTS ON THE INDEX.

THE Canadian Manufacturers' Association, of Toronto, have just issued a volume entitled The Canadian Trade Index, a book that gives in concise form a full and reliable list of the names and addresses of the different manufacturers in Canada, with detailed list of the goods they make. The publishers are distributing this work free of charge throughout foreign countries which have now, or may have in the future, trade relations with the Canadian Dominion. In furtherance of this end the volume is being distributed gratis at the Glasgow Exhibition, and also at the Pan-American Exposition, to British Consuls throughout the world, as well as to the leading Boards of Trade and Chambers of Commerce in the British Empire; also to foreign trade papers and central marts of commerce indicated by Government agents abroad. 15,000 copies are being thus disposed of, and the results must prove commercially beneficial to Canada, as foreign merchants seeking trade relations with the Dominion can see at a glance the seat of the various manufacturing concerns and their outputs.

The work is clear, well compiled and comprehensive, embracing some 304 pages, besides 109 pages given to display announcements of some of the members of the Association. Regarded as a business aid the volume will be welcomed by mercantile men everywhere, and the enterprising publishers will get due credit for their well conceived project.—Quebec Daily Telegraph.

The Times has received a copy of The Canadian Trade Index, issued by the Manufacturers' Association, the prime object of which is to bring Canadian industries before foreign buyers. It is an elaborate compilation of Canadian business houses, with copious lists in English, French and Spanish, and gives a vast amount of infor-

mation about Canadian manufacturers. It is being extensively distributed at the Glasgow and Pan-American Exhibitions, to the British Consuls the world over, to the leading Boards of Trade and Chambers of Commerce in the British Empire, to leading foreign trade papers, and to long lists of addresses furnished by Canadian Government agents and Association representatives abroad, and it ought to be the means of bringing Canada very prominently before the world. The publication of such a work is a practical application of the principle of self-help, too little regarded these days, and The Times will be pleased to chronicle the large measure of success which it believes will result from such a policy diligently pursued.—Hamilton Times.

THE INDEX IN BELGIUM.

The following is a letter from the Belgian Consul at Ottawa acknowledging receipt of The Canadian Trade Index :

"I just had the pleasure of receiving two copies of the Canadian Trade Index, together with your letter.

"Please accept my best thanks for this interesting and useful book of which I shall at once forward a copy to the Commercial Museum, Brussels, Belgium.

"I also thank you for your offer to furnish useful supplementary information and to assist in furthering business connections with Canadian manufacturers, and I sincerely hope your efforts may promote trade with Belgium.

"Yours truly, ERNEST DORMER,
"Consul General of Belgium."

NEW CATALOGUES RECEIVED.

The Gulline Horse Collar Co., Granby, P. Q. We have to thank the above firm for a copy of their new illustrated catalogue and price list of steel rim horse collars which they manufacture. It is got up in a very neat and attractive style.

The Starr Manufacturing Co., Limited, Halifax. The skates made by this firm are thoroughly well known throughout Canada and the fact that the catalogue of skates just issued is their 35th annual one of the kind, is a splendid testimony to the worth and reliability of their goods.

The Simcoe Canning Co., Simcoe, Ont. This company are contractors to the British War Office and have been awarded numerous medals. Their new booklet, besides giving a list of their various kinds of canned goods, contains some very interesting information concerning Canada for the British buyer.

The Robb Engineering Co., Amherst, N.S. We are in receipt of two new illustrated catalogues from the above firm. "Boilers" and the "Robb Heater." Both books present an attractive and striking appearance and will no doubt prove most useful to buyers.

THE DIRECT LINE TO SOUTH AFRICA.

WE are in receipt of a letter from Mr. W. B. Bartram, of Davidson & Thackray, Ottawa, in which he strongly urges the advisability of establishing a direct line between Canada and South Africa. As it has been the policy of this Association to encourage this project, we have pleasure in referring Mr. Bartram's remarks to our readers for consideration. Mr. Bartram says: "As soon as the war is determined, the trade between Canada and South Africa is going to be three or four times as great as it has ever been. I have just returned from that country and while there made it a point to ascertain how Canadian goods would sell in comparison with other countries. Several of the largest buyers there told me personally that were a direct line running from Canada they would deal solely in Canadian lumber as they would be getting a good article at a less price.

"At the present time many firms in different countries are quietly waiting 'until they hear the first phrase of peace declared' to hurry their goods to Africa and meet the great demand resulting from the vast devastation of houses and property all through Natal, Orange River Colony and the Transvaal. Now the great question is, cannot Canada share in this rush for profits? A line of two steamships running one a month would be sufficient for the present and I will be prepared to furnish credentials showing that there is or could be sufficient export to that country to keep two vessels going continually. There is a good sale in that country for all kinds of timber, rough and manufactured, all articles manufactured from wood, all kinds of machinery, furnaces, pipes, boots, shoes, hay, oats, wheat, flour—in fact, you can hardly mention a Canadian product, raw or manufactured, more especially manufactured, that will not find a good market and profit in South Africa.

"In conclusion I will say that it will be well worth the Canadian Government's time to give liberally to this enterprise simply for the gratification of seeing Canada overcome many other countries in South-African trade."

ECONOMY IN SHIPPING.

THE CLAIMS OF THE EXPORT SHIPPING CO.

One great difficulty experienced by Canadian manufacturers in working up an export trade is that of excessive freight charges. Numerous other charges increase the burden and together they make up a very serious hindrance. It is therefore a matter of great interest to Canadian shippers to learn of any means by which these charges may be reduced, and in this connection the claims of The Export Shipping Co., 9 and 11 Broadway, New York, N.Y., whose announcement appears in another column, may prove interesting.

The Export Shipping Co., is a prominent

factor in the export business of New York. It transacts a general business of freight, brokerage and forwarding, sending its shipments to every part of the world at what it claims to be reduced tariffs. There bills of lading are given, marine insurance effected, valuables and merchandise carried and delivered and goods in bond transported, the company being responsible for safe handling and delivery.

The company also acts as buying agents for foreign clients and takes shippers' drafts on consignees giving cash for same at New York.

The clients of this company represent some of the largest manufacturing firms in the United States, such as The Westinghouse, Church, Kerr & Co., New York; Westinghouse Machine Co., Pittsburg; Cincinnati Safe Co., Cincinnati; Chandler & Taylor Co., Indianapolis; Riverside Light Co., Buffalo.

The great extent of business done might be judged from the fact that, in addition to the head office in New York, the company also maintains branches in Chicago, Buffalo, Halifax, London, Liverpool, Hamburg, Bremen, Copenhagen, Rotterdam, Antwerp, Marseilles, Barcelona, Genoa, Trieste, Fiume, Bombay, Kobe, Sydney, and Melbourne.

The business of this house was established in 1898 and has been phenomenally successful, doing a business at present amounting to more than \$750,000 per annum.

The company's bankers are the Mercantile National and Corbin Banking Co., of New York City, and the London and South Western Bank, Limited, of London.

APPRECIATES THE ASSOCIATION'S SERVICES.

The following letter from Herr Schmellitscheck, an Australian commission agent, who recently visited Canada, denotes the valuable work which this Association is doing in placing Canadian manufacturers in the way of extending their foreign trade. We may say that Herr Schmellitscheck was guided principally by the "Canadian Trade Index" in visiting Canadian firms, a work which he found of the greatest service:

Canadian Manufacturers' Association.

"Gentlemen,—Before leaving Canada I wish to express my sincerest thanks for the courtesy and valuable assistance rendered to me by the officers and members of your Association.

"I have secured through your medium several first-class agencies for Australia, and shall do my best to extend in future business relations between your country and Australia.

"Believe me, gentlemen,

"Yours very truly,

"F. Schmellitscheck,

"Representing The Foreign Agency, Sydney, Australia."

FOREIGN TRADE NEWS.

TRADE INQUIRIES.

NOTE.—For further information regarding any inquiry mentioned on this page, apply to the Secretary, at Toronto.

Baled Hay.—A London firm request to be furnished with names of Canadian shippers of baled hay who desire to be represented in England.

A firm in Liverpool are also open to buy Canadian hay in 1 to 500 ton lots as agreed.

Canadian Butter Factories.—A gentleman who is about to proceed to Canada with a commission to purchase butter in the centres of production, asks for information respecting the situation of factories, creameries, etc.

Canadian Woods.—The engineer and surveyor of an important district in London, Eng., makes inquiries respecting the suitability of Canadian woods for paving purposes.

Canned Goods.—The agency for one or two large packers in Canada of canned goods is required by a London firm who are prepared to push the sale of these goods.

Canned Salmon.—An Antwerp importer asks for names of British Columbian packers of canned salmon.

Commission Agents.—Several business men who are shortly starting business in South Africa as general merchants, with departments for hardware, fancy goods, crockery, groceries, etc., are desirous of hearing from Canadian manufacturers requiring representation.

Chair Parts.—A Liverpool house asks for the addresses of Canadian manufacturers of chair parts.

Fir Sleepers and Blocks.—Inquiry is made for names of firms in Canada who own mills for cutting fir sleepers and blocks and are prepared to quote for the delivery of such timber f. o. b. shipping port.

Iron Founders.—Inquiry has been made for the names of the leading iron founders in Canada.

Oak.—Inquiry has been received from a party in Rome for quotation on Canadian oak, unsawn, presumably oak logs.

Oak Yokes.—A correspondent desires the name and address of a reliable firm of timber merchants who make dressed oak yokes for cart and carriage wheels and cut-out ash felloes for same.

Rolled Oats, etc.—A Dutch firm are open to represent Canadian exporters of rolled oats, flour and rice meal.

Wood Casings for Electric Wires.—Inquiry received for names of Canadian manufacturers of this article.

HAS POSTPONED HIS VISIT.

We are in receipt of a letter from Mr. W. H. Latchford, the English timber merchant who we announced in last issue would visit Canada shortly to obtain timber supplies, stating that he has been compelled by unforeseen circumstances to postpone his visit for the present. He mentions a friend of his, however, who is desirous of obtaining the representation of Canadian firms in the United Kingdom and South Africa, for the sale of fruit, lobsters in glass bottles, salmon, flour, and cereals, doors and mouldings, lumber, cheese, leather and wood pulp. Correspondence is solicited.

LA ILLUSTRACION SUD AMERICANA.

The editor of The Illustrated Review of the Latin-American Republics, published at Buenos Ayres, has asked us to announce that they will publish at the Pan-American Exposition, in October next, a special Pan-American souvenir number in the Spanish language, to be sent to their regular subscribers of Latin America and distributed by the Governments of those Republics who are interested in the publication, among leading people, manufacturers, merchants, farmers, schools, etc.

The edition of about 50,000 copies of about 150 pages, profusely illustrated, and containing special articles and official information about all the American countries, will, it is claimed, constitute a most valuable souvenir of the Exposition and a book to be preserved and referred to in the future.

Canada will occupy a prominent place in the publication, and it would no doubt be worth while for some of our manufacturers to inquire more fully into its value as an advertising medium.

SOUTH-AFRICAN AGENT.

We are in receipt of a letter from a gentleman in Maritzburg, Natal, who is anxious to obtain the representation of Canadian firms in South Africa. He is a South-African colonist, has travelled for two of the largest houses there, and has had a long mercantile training as salesman, etc., in leading wholesale houses. A number of references are furnished. Any member wishing to correspond with this agent can obtain the address from the secretary.

OPENINGS IN THE WEST INDIES.

The following circular letter may prove of interest to some of our members:

PORT OF SPAIN, TRINIDAD, B. W. I.,
August 29th, 1901.

To the Exporters and Producers of Canada:

I would like to invite every Canadian manufacturer to send me any printed matter they have descriptive of their plant and the goods they manufacture. I am trying to build up a sentiment down here in favor of things Canadian, and the more argument I can get the sooner will my work be effective. It seems to me there are several thousands of factories of different kinds in Canada that might be interested in the possibilities of trade with this Island. You never can tell, until you try, just where goods can be sold nowadays. I don't propose to try and sell everything made in Canada, or even to handle samples of it—it's far too big a contract—but I feel sure that educating Trinidadians in any branch of Canadian industries will help to increase trade in those lines which are now established.

If you are a manufacturer or exporter and have any printed matter regarding the goods you handle, send me a batch. I will try and place it where it will do you good.

Yours very truly,
T. GEDDES GRANT.

INQUIRY FOR CANADIAN THIN WOOD.

The following is an inquiry from a commission house in England, which we trust will be taken up by some of our members:

Hoops—Flat hoops for cylindrical barrels, scarfed (for close lapping) at both ends, of sound pliable material (elm or ash) free from knots and not short grained. Sizes: Length, 48, 54, and 60 inches; thickness, 1-5 inch; length, 63, 66, 72 and 80 inches; thickness, ¼ inch, all 2 inches in breadth. Quote per 1,000 hoops of each size, tied in straight bundles of 50 with string at both ends, delivered English port.

Sheathing—For making the bodies of cheese boxes. Quote per 1,000 feet super, cut to given lengths, in 3-16, ¼ and 1-7 inch thick.

Remarks—Inquirer could order roughly up to nearly 1,000,000 hoops per annum, in frequent small deliveries.

INQUIRY FOR EXCELSIOR.

An English firm interested in wood fibre and wood wool (excelsior) would be glad to receive offers. Lowest prices c.i.f., Liverpool, together with samples of different qualities are asked for. We have to thank Messrs N. & M. Smith, Halifax, for this inquiry, which they received from one of their customers.

An Object Lesson for Canadian Manufacturers.

THE British Trade Journal calls attention to the surprising increase in the sale of American goods both from Canada and the United States in Australia. Commenting on this it points out that it cannot be honestly said that the bulk of American goods are cheaper or better than those of British origin, but there can be no question that in many instances they have a more attractive appearance, are more energetically pushed, and retail dealers supplied with show cards of a most tempting character. The American manufacturers go in largely for specialties, each, in not a few cases, having its own show card, generally containing a portrait of some female celebrity, such as the Duchess of York or Madame Melba. The expansion of American trade in Australia is, apart from other causes, a result of liberal advertising. Neither time nor money are spared in giving publicity to articles likely to command an extensive sale. "One must sow before he can reap, and the wider the sowing the richer the harvest," is the motto of American traders in the Australian commonwealth.

As American goods in Australia come principally from the United States, the contents of the cargoes of two vessels, the *Asia* and the *Tomoana*, which arrived recently in Sydney from United States ports, should form an object lesson to Canadian, as well as British manufacturers.

THE ASIA.

The cargo of the *Asia* was as follows:

1,000 cases kerosene, 133 packages agricultural implements, 363 packages axes and hatchets, 225 packages anchors, 50 packages asbestos cement, 20 cases apples, 6 packages axles, 11 packages air guns, 13 barrels alum, 400 cases benzine, 2,000 reels barb wire, 70 packages bolts, 52 barrels black lead, 54 packages butter color, 20 tierces beef, 8 cases baking powder, 164 packages butter dishes, 150 bags beans, 13 packages bicycles and parts, 50 barrels cordage oil, 67 barrels cotton seed oil, 100 cases cotton seed oil, 57 cases cigarettes, 233 packages clocks, 146 packages casings, 1,343 packages corn flour, 27 packages carriage and waggon material, 730 packages canned oysters, 28 packages chairs, furniture and desks, 62 casks cream tartar, 29 packages canned goods, 24 cases candy, 46 packages cages, 15 packages cutlery, 49 packages castings, 89 packages copper wire, 23 packages cabinets, 242 packages drugs and fancy soap, 125 packages duck domestics and dry goods, 53 packages dyestuff, 188 packages electrical goods, 4 packages emery goods, 13 packages forges, 30 packages firearms, 14 packages fibre pails, 1,300 boxes grape sugar, 148 packages glassware, 427 packages hardware, 92 packages handles, 24 cases hats, 21 packages harness and whips, 61 packages ink, 16 packages

kalsomine, lumber—22,947 ft. ash, 21,835 ft. oak, 13,067 ft. sycamore, 514 barrels lubricating oil, 9 cases lubricating oil, 20 cases lard oil, 27 hogsheads leaf tobacco, 24 packages lamps, 30 packages leather, 61 packages leatherboard, 35 packages lard, 18 packages lawn mowers, 198 cases manufactured tobacco, 356 packages machinery, 86 packages mouldings, 255 cases naphtha, 3,226 packages nails, tacks and staples, 50 packages nut locks, 138 packages oilclothing, 960 bundles plain wire, 614 packages pipe, 96 packages printing paper, 519 packages paper bags, 55 packages printed matter and stationery, 54 packages pumps, 72 packages paint, 20 packages playing cards, 41 barrels pitch, 20 cases pianos and organs, 25 packages packing, 19 packages pulleys, 127 packages phono. goods, 20 packages plated ware, 21 packages printing and printers' material, 23 packages rubber goods, 24 barrels resin, 56 packages roofing material, 15 tons steel plates, 61 tons steel bars, 1,200 stages, 953 packages sewing machines, 125 packages shoe blacking, 131 packages shoes, 19 packages saws, 31 packages scales, 136 bags starch, 25 packages sewing machine oil, 206 bags split peas, 27 packages shovels and picks, 13 packages sad irons, 12 packages sand whetstones, 12 packages slot machines, 26 packages shade rollers, 205 packages sundries, 450 cases turpentine, 100 trucks (car), 90 packages tools, 21 packages tinware, 40 kegs tartaric acid, 24 barrels tar, 11 packages trucks and parts, 13 packages typewriters and supplies, 31 packages valves, 2,000 cases wax, 34 packages woodenware, 50 packages washboards, 9 packages windmills and parts, 39 packages wheelbarrow parts, 18 packages wringers, 15 packages cash registers, and sundries.

THE TOMOANA.

That of the *Tomoana* included:

2,984 bars and 433 bundles iron, 332 packages chair stuff, 734 steel rails, 157 bundles splices, 29 packages spikes, 48 packages books, 98 packages metal polish, 37 packages paint, 25 packages varnish, 101 tons pig iron, 20 packages tinware, 835 packages hardware and ironware, 40 cases blacking, 15 packages pumps, 94 packages glassware, 86 reels copper wire, 219 cases tobacco, 16 cases cigars, 58 packages oars, 11 crates pulleys, 93 cases clocks, 78 packages axes and hatchets, 10 cases mattocks, 127 packages handles, 6 packages machinery, 323 cases cartridges, 25 cases guns, 59 boxes bar steel, 357 bales paper bags, 24 bundles weatherboards, 550 barrels plaster, 49 cases chairs, 18 cases lanterns, 22 cases egg boxes, 162 packages windmills, 35 crates scrapers, 13 cases picks, 110 cases calico, 30 packages drugs, 37 cases varnish, 100 cases turpentine, 60 barrels linseed oil, 40 packages rubber goods, 19 packages incu-

bators, 52 packages chimneys, 14 packages springs, 19 packages furniture, 11 cases grindstones, 20 packages carriage wood, 25 cases axle grease, 160 packages druggists' goods, 200 cases benzine, 1,000 reels barb wire, 15 cases tubes, 59 packages candy, 75 cases pianolas, 80 pieces basswood, 23 pieces lumber, 849 packages sewing machines, 190 cases machine oil, 22 cases wire cloth, 10 cases glue, 79 packages boots and shoes, 115 packages paint, 343 packages nails, 21 packages typewriters and supplies, 30 packages toys, 7 cases organs, 570 bags corn flour, 85 packages sausage casings, 67 packages fancy goods, 2 cases leather, 59 packages bottles and sundries.

DEVELOPMENTS AT THE CANADIAN "SOO."

THE second 50,000-horse-power canal has been started, and excavation is progressing fast.

Eight large steam dredge boats are working day and night on the Canadian channel above the Government lock, preliminary to the erection of an ore dock 1,800 feet long, for the handling of Michipicoten and other iron ores.

The rail mill will be ready for operation in two or three months, its entire output for some years having been sold to the Canadian Government.

Three eight-foot cupolas are installed for melting pig for conversion, the necessary material being expected, for a time, to come from the works of The Canada Iron Furnace Co., Midland. Later, when the local blast furnace now under way is completed, the direct process will be adopted and metal taken from it.

The Algoma Central and Hudson Bay Railway is being pushed north to a connection with the Helen Mine branch projected northeast from that mine and the newer Josephine.

A number of new buildings in connection with the varied metallurgical industries are now going up, to be equipped with the most up-to-date machinery.

Buildings for the treatment of ferro nickel ore on a commercial scale are about completed. Some ferro carrying nearly 6 per cent. nickel is on exhibition in Buffalo. The process is electrical.

A sulphuric acid plant to utilize the catalytic process is under erection. Much sulphuric acid will be for sale, and the company will use considerable in various processes, among which will be the making of acetic acid.

A contract for the delivery of 300 cords daily of hardwood from the lands of the company has been let, and cutting is to commence at once.

Efforts will soon be put forth to push the settlement of families along the company's line north of the Sault, as required by the Ontario Government.

Openings for Canadian Trade.

Trade Openings in the Transvaal.—United States Consul-General Guenther reports from Frankfort: "The Belgian consul at Johannesburg says that there will soon be openings for the following goods in the Transvaal: Axles of steel and iron for locomotives, railroad cars and other vehicles; wagon springs and oil and grease boxes; all the various materials for narrow-gauge railroads; implements for agriculture and forestry; also rolling cars for mines, drawbridges, etc.; hoists and hoisting machinery for mines; pumps, ventilators and other mine appliances, and cutlery of all kinds."

Use of Fertilizers in South Africa.—In 1900, South Africa imported 26,400 tons of fertilizers, with a total value of \$540,000. These fertilizers consisted chiefly of mineral super-phosphate, bone and guano supers, Thomas phosphate and bone-dust. Of the imported fertilizers, Great Britain supplied about 21,500 tons, Germany 2,500 tons, New South Wales 1,300 tons, and Victoria 500 tons.

Barb Wire for Brazil.—The British Consul at Bahia reports that barb galvanized wire is imported into his district in increased quantities. Formerly, the United Kingdom was the chief supplier of this article, but now both Germany and the United States supply more than British firms do, and unless greater care is given to the manner in which British traders pack the wire, they will lose this valuable trade. The wire arrives unpacked, but tightly rolled in reels of 100 lb., protected at each end by 2-inch boards.

The Harvest Ripe.—The Maritime Merchant referring editorially to a letter from a correspondent in Trinidad, says: "We are informed that the present would be a very good time for Canadian manufacturers of boots and shoes to make a bid for the colony's trade in that line. In view of this fact we think it opportune to draw the attention of such manufacturers to this condition. Our informant says that the Trinidad Government was not very courteous in throwing out Canada's offer of free trade, but that the offer has had a good influence, and that the people are much more favorably inclined towards things Canadian. Evidently the time is ripe for Canada to go in and reap a good trade harvest in Trinidad. There is the business to be done. It requires the enterprise to do it. We feel sure that there are many Canadian concerns that will take advantage of the opportunity and strike while the iron is hot. After the record Canada has made during the past 10 years in extending our export trade, we trust our manufacturers will not deface the sheet before us by putting

down smaller figures during the next decade. 'Advancement' and 'increase' are the watchwords. Let our commerce grow in every department and in every direction."

The Demand for Agricultural Implements in South Africa.—The British and South African Export Gazette calls attention to the fact that the period in which falls the South African winter—that is, about the present time—is that in which the careful farmer should and does make his choice of ploughs and many other kinds of farming appliances, and consequently manufacturers should be active in pushing the sale of their implements. Travellers should be kept well on the move in the principal agricultural centres. Nothing paves the way so well for good and lasting patronage as the careful prospecting of local wants and the faithful catering for the same. The introduction of one machine even that gives complete satisfaction is invariably productive of a crop of orders from the same district; for no one is more adaptive than the average colonial farmer, and what his neighbor has he immediately covets and in this way the original customer acts as an excellent advertising agent. It is also desirable to recall attention to the opening which exists on the East Coast of Africa for special hoes, matchets and axes, and to the growing demand which is visible in the East-African Protectorate and elsewhere in Central Africa.

Sale Agents in England.—United States Consul Marshal Halstead writes from Birmingham: "Many American merchants and manufacturers are so confident they can do business in this country, as they do in the United States, through sale agents, that they are unwilling to accept unsupported consular testimony that this is not generally a feasible proposition. I therefore requested a business man here, well informed on the subject of commercial matters, who has also had experience in recent years in American trade in this country, to write me a brief statement on the subject which I could use, and he says:

Answering your inquiry respecting the question of sale agents, I have found—and I think the experience is general—that it is impossible to obtain decent representation in this country through sale agents, because, in many districts—important districts, too—there are no men of the kind; and in those districts where applications are most prolific, 99 per cent. of the men in the business are failures, and they are trying their hand at the agency business as a last resource. My experience is quite recent, because, for the past year, I have been endeavoring to obtain suitable sale agents for an American production of exceptional merit, for which a splendid rate of commission was offered, and out of many hundred replies to my advertisement in trade papers I have up to the present time, after investigating each reply, found only two good men.

SIXTY-SEVEN MILLIONS.

THE PRODUCT OF CANADIAN MINES
LAST YEAR.

ACCORDING to The Canadian Mining Manual just issued, at Ottawa, by Mr. B. T. A. Bell the mineral output in Canada for the year 1900 was \$67,143,375, compared with \$47,215,512 in 1899, an increase of more than 42 per cent. Of this amount, computed on the basis of the selling price of the minerals at the pit's mouth, the various Provinces contributed respectively as follows:

Yukon, Northwest Territories and Manitoba.....	\$28,000,000
British Columbia.....	16,344,751
Ontario.....	9,248,624
Quebec.....	3,000,000
New Brunswick.....	500,000
Nova Scotia.....	10,000,000
Total.....	\$67,143,375

British Columbia showed the very substantial growth of 32 per cent., the total being \$16,344,751, compared with \$12,393,131, in 1899. A notable portion of this was in the production of coal and coke, in which the increase was respectively \$400,000 and \$255,000. The increase in the bullion produced from placer, hydraulic and lode mining was \$530,000, and in silver of \$645,000. The most notable increase of all, however, was in lead, which grew to \$2,691,000, an increase of 206 per cent. In copper the production was nearly 10,000,000 lb., an increase of 19 per cent.

The figures for the Yukon, showing a production of \$25,300,000 in gold, indicate how rapid has been the growth of that territory's output, which was \$2,500,000 in 1897; \$10,000,000 in 1898, and \$17,500,000 in 1899. The output of coal in Alberta was 321,000 tons, while gold mining on a small scale has been undertaken in some parts of Manitoba.

The figures of Ontario's output have been recently published, and need not here be repeated in detail. The total value was \$9,298,000, an increase of \$880,000, or 10 per cent. over 1899. There were 10,934 employees engaged, and the wages paid amounted to \$3,366,000. Common brick led in value at \$1,379,000; illuminating oil came next at \$1,076,000; pig iron third, at \$936,000, and nickel fourth, at \$756,000.

The feature of the Nova Scotian mining situation was the great production of coal and the smelting of iron by the two great concerns, the Dominion Iron and Steel Co. and the Nova Scotia Steel and Coal Co. The total output of coal was 3,238,000 tons, compared with 2,642,000 tons in 1899. The production of iron ore for the local furnaces is of growing importance, the Ferrona furnaces consuming 10,000 tons of the home product. The output of gold was 30,399 ounces, compared with 27,772 ounces the previous year.

The growth of the mining industry has meant an increased need for mining machinery. Canadian manufacturers are not as yet, of course, able to meet the varied demands in this direction, but they have shown their capacity to turn out good work, and are reaping the benefits of their enterprise. The records show that the value of the mining and smelting machinery imported during the year, under the free list, was \$724,000, compared with \$299,000 in 1899, \$207,000 in 1898 and \$128,000 in 1897.

NOTES OF CANADIAN INDUSTRY.

IT is reported that the American Steel and Wire Company are considering the establishment of a branch mill in Canada.

Lamontagne & Co., Montreal, are converting the old Balmoral Hotel into a large saddlery and harness factory. The alterations and improvements involve an expenditure of \$30,000 or \$40,000.

Clark Bros., of New York, are erecting a large pulp mill on the St. Marguerite River, near Seven Islands. To operate the mill they have purchased water power on the St. Marguerite River from the Quebec Government for the sum of \$15,000.

It is reported that the Laurentide Pulp Co., Grand Mere, Que., has made arrangements with the London, Eng., house of Edward Lloyd to take over the control of nearly the entire output of the mill at Grand Mere.

A United States syndicate has purchased 1,000 square miles of timber lands in Labrador, where it proposes to erect a paper pulp mill costing over \$1,000,000.

An order was placed in August by the Imperial authorities for some 12,000 tons of compressed hay to be shipped from St. John to South Africa during September.

The Manitoba Government crop report for August gives the following estimate of the yield for the principal grain crops: Wheat, 2,011,835 acres, average yield 24.28 bushels per acre, total yield 48,857,255 bushels; oats, 689,950 acres, 43.78 bushels per acre, total yield 40,206,775 bushels; barley, 191,009 acres, 33.68 bushels per acre, total yield 6,433,919 bushels. The total grain crop will be 95,497,949 bushels, but in Alberta prospects are exceptionally poor, unless by some providential dispensation the early frosts are kept off.

Immediately following the opening of the assay office at Victoria, which we note is already doing a good business, comes an announcement that the Federal Government will allow a rebate of 1 per cent. on the royalty paid on Yukon gold, if sold at the Provincial assay office in Victoria. This rebate will, of course, also apply to Vancouver, and should prove of the greatest advantage to the trade of those cities. No longer should the returning miner from the north carry his gold into the United States when, by doing so, he will actually lose money. Good news does not always travel fast, but this important item should be made known far and wide, when those with gold to sell have not only the advantage of

a Government guarantee of the assay value of their bullion, but will get, in addition to the mint price, a refund of 1 per cent., not of the royalty, but of the full value of the precious metal.—British Columbia Review.

Mr. F. W. Thompson, president of the Winnipeg Industrial Exhibition Board, in an interview with a Commercial reporter, says that this year's fair was a notable advance on any of its predecessors. The liabilities of the association have been reduced by 50 or 60 per cent., the receipts aggregating about \$55,000. Mr. Thompson speaks in the highest terms of the individual work of General Manager Henbach and each of the directors in furthering the success of the exhibition.

Steel Shipbuilding in Nova Scotia—

Now that the steel production of Nova Scotia is forging ahead at such a rapid rate, the citizens of that Province are turning their attention in earnest towards the attraction of a shipbuilding industry to their shores. The Provincial Government has announced that a grant of \$100,000 would be given by the Government of the Province to start a steel shipbuilding industry. The announcement was made in these words by Premier Murray to Mayor Hamilton, of Halifax: "I am prepared to state on behalf of the Government that we will be willing to make an appropriation of \$100,000, payable to the first company establishing a shipbuilding yard in the Province equipped with the most improved mechanical appliances, upon specifications to be approved by the Governor-in-Council, capable of building at least five steamers a year of the capacity of 5,000 tons each, and in addition to such an equipped shipyard having sufficient working capital for efficiently carrying on the business. The terms upon which the Government bonus shall become payable to be settled by an agreement with any company furnishing evidence of their bona fides and financial ability to successfully carry out what is contemplated in the foregoing."

It will be remembered that the city of Halifax has offered a bonus of exemption from taxation amounting to \$200,000 should a steel shipbuilding company locate there, and the town of Dartmouth has also offered one amounting to \$100,000. Thus if a company were to establish a plant in Halifax, with a branch at Dartmouth, it will receive a total bounty of \$400,000.

Iron Output Increasing—The yield of the metalliferous mines of Ontario for the six months ending June 30, as reported by the Provincial Bureau of Mines, shows an increase of over 13 per cent., compared with the output for the first half of last calen-

dar year. Its value is \$1,438,539. Pig iron heads the list with a value of \$594,617. This involved the smelting of 69,763 tons of ore, of which 41,172 tons were the product of Ontario mines and 28,591 tons the product of American. Thus the native ore is gaining ground and the imported ore losing. This is the result of the opening of the Helen Mine in Michipicoton. Besides the hematite one of the Helen Mine considerable quantities of magnetite from Eastern Ontario were used. Nickel stands second on the list of values, aggregating \$416,288. Nickel-copper ore to the amount of 132,370 tons was raised from the mines in Sudbury district. Matte is being produced by The Mond Company at Victoria mines, Algoma. Of pure copper ore 9,000 tons were raised. The following table shows the quantity and value of the various metals produced in the six months:

Quantity.	Value.
Iron ore, 68,564 tons	\$ 70,572
Pig iron, 41,294 tons	594,617
Nickel, 3,964,000 lb.	416,288
Copper, 3,038,000 lb.	178,476
Arsenic, 159,054 lb.	18,912
Gold, 6,646 oz.	116,898
Silver, 68,200 oz.	40,776
Zinc ore, 400 tons.	2,000
Total	\$1,438,539

Shipbuilding at Collingwood.—On September 12 the Collingwood Shipbuilding Company launched their new steamer Huronic, the largest fresh water vessel ever built in Canada. The following description of the vessel has been published. When completed the Huronic will be one of the finest ships on the lakes and among the largest ever built in Canada. She is built of open hearth steel throughout, is 325 feet over all, 308 between perpendiculars, 43 feet beam, and 27 feet molded depth. It is expected that she will be able to make 15½ miles loaded and 17½ miles light.

The Huronic has moderately fine ends and large water balance capacity. Her engines are of the triple expansion type, 26x42x70 with a 42-inch stroke, steam being supplied from four Scotch boilers, 12 feet 6 inches in diameter by 12 feet long, pressure 175 lb. to the square inch.

The new vessel will have cabin accommodations of the best design for 200 saloon passengers, together with large provision for the carrying of steerage passengers, as there is a double tier of cabins, thus making it spacious and well lighted. It will be finished in hardwood. Furniture and general equipment will be the best that can be procured.

The Huronic is to run from Windsor or Sarnia to Duluth via Mackinac, Sault Ste. Marie, Port Arthur and Fort William.

OCEAN SAILINGS.

THE following is a list of dates of sailings for the next month of ocean steamships from Atlantic and Pacific ports so far as announced to date:

MONTREAL SAILINGS.

To LIVERPOOL—

Lake Megantic	Sept. 27th.
Pretorian	" 28th.
Lake Simcoe	Oct. 4th.
Tunisian	" 5th.
Lake Manitoba	" 11th.
Lake Ontario	" 18th.

To LONDON—

Orcadian	Sept. 25th.
Ontarian	" 26th.
Montevidean	Oct. 1st.
Brazilian	" 15th.
Rosarian	" 29th.

To GLASGOW—

Amarynthia	Sept. 26th.
Kastalia	Oct. 3rd.
Numidian	" 9th.
Sarmatian	" 16th.
Buenos Ayrean	" 23rd.
Orcadian	" 30th.

To BRISTOL—

Montfort	Sept. 27th.
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To BELFAST—

Bray Head	Sept. 27th.
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To DUBLIN—

Bengore Head	Sept. 24th.
Glen Head	Oct. 7th.

To MANCHESTER—

Manchester City	Sept. 30th.
Manchester Trader	Oct. 10th.

To CARDIFF—

Lord Iveagh	Oct. 4th.
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To ANTWERP—

Cebriana	Sept. 28.
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To HAMBURG—

Frisia	Oct. 6th.
Westphalia	" 15th.

HALIFAX SAILINGS.

To BERMUDA, ST. KITTS, ANTIGUA, MONTERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TOBAGO AND DEMERARA.

Orinoco	Oct. 7th.
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To BERMUDA, TURK'S ISLAND AND JAMAICA—Beta

Beta	Oct. 15th.
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To BERMUDA, ST. LUCIA, BARBADOS, TRINIDAD AND DEMERARA—

Oruro	Oct. 21st.
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PACIFIC SAILINGS.

VANCOUVER TO SYDNEY, AUSTRALIA—

Miowera	Sept. 28th.
Aorangi	Oct. 26th.
Moana	Nov. 23rd.

VANCOUVER TO JAPAN AND CHINA—

Empress of India	Oct. 7th.
Empress of Japan	Nov. 4th.

PORTLAND SAILINGS.

To LIVERPOOL—

Vancouver	Oct. 12th.
Dominion	" 19th.
Cambronia	" 26th.

NEW YORK SAILINGS.

To LIVERPOOL—

Etruria	Sept. 28th.
Georgian	" 28th.
Cufic	" 28th.

Cymric	Oct. 1st.
Servia	" 1st.
Germanic	" 2nd.
Campania	" 5th.
Georgie	" 8th.
Majestic	" 9th.
Umbria	" 12th.
Canadian	" 12th.
Tauric	" 12th.
Bovic	" 15th.

To LONDON—

Manitou	Sept. 28th.
Mesaba	Oct. 5th.
Minneapolis	" 5th.
Marquette	" 12th.
Minnehaha	" 19th.

To GLASGOW—

Furnessia	Sept. 28th.
Sardinian	Oct. 2nd.
Ethiopia	" 5th.

To SOUTHAMPTON—

St. Louis	Sept. 25th.
Philadelphia	Oct. 2nd.
St. Paul	" 9th.
St. Louis	" 16th.

To MANCHESTER—

Steamer	Sept. 28th.
Steamer	Oct. 5th.

To BRISTOL—

Exeter City	Sept. 25th.
Llandaff City	" 30th.
Brooklyn City	Oct. 5th.

To HULL—

Ohio	Sept. 28th.
Toronto	Oct. 5th.

To NEWCASTLE—

Galileo	Sept. 28th.
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To HAVRE—

L'Aquitaine	Sept. 29th.
La Champagne	Oct. 3rd.
Steamer	" 5th.
La Savoie	" 10th.
La Bretagne	" 22nd.

To BREMEN—

Kaiser Wilhelm der Grosse	Sept. 24th.
Friedrich der Grosse	" 26th.
Lahn	Oct. 1st.
Grosser Kurfuerst	" 3rd.
Kaieserin Maria Theresia	" 8th.
H. H. Meier	" 10th.
Barbarossa	" 17th.
Kaiser Wilhelm der Grosse	" 22nd.
Koenigin Luise	" 24th.

To HAMBURG—

Fuerst Bismarck	Sept. 29th.
Pretoria	" 28th.
Deutschland	Oct. 3rd.
Phoenicia	" 5th.
Steamer	" 5th.
Auguste Victoria	" 10th.
Patricia	" 12th.
Columbia	" 17th.
Graff Waldersee	" 19th.

To ANTWERP—

Zeeland	Sept. 25th.
British Queen	" 28th.
Ikbal	" 28th.
Friesland	Oct. 2nd.
St. Hugo	" 5th.
Southwark	" 9th.
British King	" 12th.
Vanderland	" 16th.

To ROTTERDAM—

Maasdam	Sept. 28th.
Rotterdam	Oct. 5th.
Amsterdam	" 12th.

To CHRISTIANA, COPENHAGEN AND STETTIN	
Arkansas	Sept. 28th.
Nubia	Oct. 5th.

To GIBRALTAR, NAPLES AND GENOA—

Trave	Oct. 5th.
Hohenzollern	" 12th.

To MARSEILLES AND NAPLES—

Neustria	Oct. 5th.
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To GENOA AND NAPLES—

Citta di Torino	Oct. 1st.
Lombardia	" 8th.
Georgia	" 15th.
Vincengo Florio	" 15th.

BOSTON SAILINGS.

To LIVERPOOL—

Commonwealth	Sept. 25th.
Cestrian	" 25th.
Norseman	" 27th.
Saxonia	" 28th.
Winnifredian	Oct. 3rd.
Turcoman	" 4th.
Sagamore	" 5th.
Philadelphian	" 9th.
Ultonia	" 12th.

To LONDON—

Columbian	Sept. 27th.
Virginian	Oct. 4th.

To GLASGOW—

Livonian	Oct. 1st.
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To HULL—

Steamer	Sept. 28th.
Steamer	Oct. 12th.

AUSTRALIAN AND JAPAN MAILS.

The following are the dates of mails leaving for Australia during the next month:

VIA VANCOUVER:

October 18th.

November 15th.

Mails close at Toronto and Montreal five full days in advance of above dates.

VIA VANCOUVER:

October 7th.

November 4th.

Mails close at Toronto and Montreal five full days in advance of above dates.

Output of the Klondike—The lasting qualities of the Klondike placers are still surprising the conservative of the land by rolling up an output this season second to none in the history of the camp, and one which, regardless of a depressing period of dry weather just now, may give to 1901 the record yield since the discovery of the remarkable field. More than \$15,500,000 is shown by export records in the Dawson gold commissioner's office to have been sent out of the camp during June and July of this year, and every day sees this season's total augmented. It is almost a certainty that the rush at the last of the season will bring the total to \$20,000,000 and it would not be a great surprise to see it go to \$25,000,000.

MEMBERS' BUSINESS DIRECTORY.

The attention of members is invited to the desirability of having a business card inserted under one or more headings in the following column. Only one inch space is allowed to a firm under one heading, but a firm may be classed under as many headings as are necessary to describe its business. A ready reference to the industries represented in the Association is by this means possible.

ACCOUNT BOOKS.

The Brown Brothers, Limited,

51-53 Wellington West, TORONTO,

Manufacturers of Account Books, Leather Goods, etc. Stationers and Bookbinders.

AGRICULTURAL IMPLEMENTS.

David Maxwell & Sons,

ST. MARYS, ONT.

Manufacturers of Harvesting Machines, Stock Raisers' Implements and General Farm Machinery.

AXES.

Dundas Axe Works

DUNDAS, CANADA.

P. Bertram, Manager.

Manufacturers of all kinds of Chopping Axes, making a specialty of quality and finish.

BAGS.

The Canada Jute Company, Limited,

492 William St., MONTREAL.

Manufacturers of Jute and Cotton Bags. Importers of Twines, Hessians, Baggings, etc. Telegraphic address, "Calender," Montreal.

BANK AND OFFICE FITTINGS.

The Globe Furniture Co., Limited,

WALKERVILLE, ONT.

Counters, Screens and Metal Work for same; Standing Desks, Dado, Doors and General Interior Finish; Store Fixtures.

BELTING—LEATHER.

The Beardmore Belting Co., Limited.

Manufacturers of Leather Belting. Dynamo and Double Driving Belts our specialty. Write for discounts.

TORONTO, ONT., 39 Front St. East.
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Vol. II.

TORONTO, OCTOBER 24, 1901.

No. 3

Industrial Canada.

Issued monthly as the official publication of the Canadian Manufacturers' Association, and devoted to the advancement of the commercial prosperity of Canada.

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3. Chambers of Commerce in the United Kingdom.
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Annual Meeting.

Members of the Canadian Manufacturers' Association owe it to their officers, their Executive Committee, and more especially to the Montreal Branch, that they make a special effort to be present at the annual meeting in Montreal on Tuesday and Wednesday, November 5th and 6th. Special arrangements have been made for a profitable discussion of subjects that are of direct practical interest to the manufacturers of the Dominion.

The Executive, Reception and other committees have carefully prepared their reports and will submit resolutions bearing on live topics and an opportunity will be afforded to every member to take part in the discussion.

During the greater part of the year the subjects that come before the Association have to be dealt with by a comparatively small body of men, who voluntarily give their time on the committee and strive to decide upon a policy that will best serve the interests of all other manufacturers. The annual meeting therefore, is exceptional, in that it affords every member of the Association an opportunity to take part in the discussion and express his views as to the policy of the organization.

The Montreal members have taken hold vigorously of the arrangements for the meeting, and have provided for a complimentary banquet to the members, at which there will be present some of the ablest and best speakers of the Dominion.

Every member has been communicated with, and full information given him about the various subjects to be discussed. The result of this has been satisfactory, in that to date already, two weeks before the meeting, over 100 members from outside the City of Montreal have signified their intention of attending.

A special train will likely run from Toronto to Montreal for the convenience of the delegates. If any member has not yet sent in information as to his attendance, he should do so at once prior to the 30th of October.

Results of the Index.

The first fruits of the distribution of the Canadian Trade Index are now coming to hand in the shape of letters, acknowledging its receipt and enclosing enquiries for further information concerning particular lines of goods. So far these have come principally from Great Britain, where its distribution has been carried out most expeditiously, but others are beginning to arrive from some of the continental countries and from the British colonies.

As many of our members, we are informed, are also beginning to receive enquiries from foreign firms as a result of the Index, it will be seen that the book is likely to fulfill well the purpose for which it was intended, that of advertising Canadian manufactured goods abroad in an effective manner.

Assistance to Exporters.

That branch of the Association's work which is devoted to the aiding of members to develop an export trade is steadily growing in importance, owing to the increasing number of enquiries that are being addressed to it by foreign firms, and also to the increasing demands which are being made on it by the members themselves. The work of this department may be outlined as follows:—

1. It places members in the way of enquiries for particular lines of goods as they come to hand from time to time.
2. It assists members to secure reliable representation in foreign countries by furnishing lists of commission agents in those countries.
3. It furnishes reliable financial reports on any foreign firms at absolutely cost price.
4. It supplies information concerning foreign markets, tariffs, etc.
5. It has distributed copies of The Canadian Trade Index through all countries of the world as an advertisement of Canadian manufacturers.
6. A plan is now under consideration to enable members to secure reduced freight rates and proper service in shipping.

NOTICES.

The regular monthly meeting of the Executive Committee will be held on Tuesday, November 12, at 2 p.m., in the Council Chamber, Toronto Board of Trade Building, Toronto. Any member of the Association is cordially invited to attend.

The annual convention of the Association will be held at Montreal on November 5 and 6 next. All the members are urgently requested to attend.

FOR ANNUAL MEETING, SEE NEXT PAGE.

As the Association is constantly in receipt of enquiries from commission firms in foreign countries, and the number of these is increasing owing to the distribution of the Canadian Trade Index, it has occurred to us that it would be a good idea if those of our members who are anxious to extend their trade in certain countries, and are not represented there at present, would send us information stating what countries they wish to be represented in and any further particulars they may deem advisable. Enquiries with addresses would then be sent them as received and they themselves might decide whether they would wish to correspond further on the subject.

Of course it is understood that all such information supplied would be strictly confidential. It would be carefully indexed by number and not by name, and would be known only to the staff looking after this department at the Head Office.

We invite all members to send us such information at the earliest moment convenient to them.

Convention Number.

In another column our readers will find an announcement of a special convention number of *INDUSTRIAL CANADA* to be issued in November, and devoted principally to the affairs of the association and matters arising out of the annual meeting. An extra effort will be put forth to make this number the best that has yet been issued, and one which will mark the satisfactory progress made during the past year by the Association of which it is the organ.

Apart from its main object of benefiting the Association as a whole, individual members may also use the number with advantage to themselves to extend their business both in Canada and in foreign countries. Further information as to this, however, will be found on page 56.

GROWTH OF EXPORT MANUFACTURING IN CANADA FROM 1868 TO 1901.



From 1868 to 1901 the exports from Canada of manufactured articles increased from \$1,572,546, to \$16,012,502 or 918 per cent.

Toronto Manufacturers' Arch.

List of Subscribers to Date.

Massey-Harris & Co.	\$500
Gooderham & Worts	500
Lever Bros.	250
Wm. Davies Co., Limited.....	200
Kemp Manufacturing Co.	130
Gutta Percha & Rubber Co.	126

FIRMS SUBSCRIBING \$100.

Standard Silver Co., Buntin, Reid & Co., Mason & Risch, Northey Co., Limited, Wilkinson Plough Co., Queen City Oil Co., Christie, Brown & Co., Canadian General Electric Co., John M. Taylor, Consumers Gas Co., A. E. Ames & Co., Toronto Electric Light Co.

Toronto Banks, for special Electric Fountains, \$75.

FIRMS SUBSCRIBING \$50.

American Watch Case Co., Barber & Ellis Co., J. D. King Co., Limited, Warwick Bros. & Rutter, Featherstonhaugh & Co., Irving Umbrella Co., Julian Sale Leather Goods Co., A. R. Williams Machinery Co., Copp, Clark Co., Northrop & Lyman, Crucible Steel Co., Millichamp, Coyle & Co., P. W. Ellis & Co., Gillespie, Ainsley & Co., Galena Oil Co., Dodge Manufacturing Co., Brown Bros., Rolph, Smith & Co., M. Langmuir Manufacturing Co., Boeckh Bros. & Co., Toronto Lithographing Co., Toronto Carpet Co., W. R. Johnston & Co., S. F. McKinnon & Co., James Robertson Co., Beardmore & Co., W. J. Gage, S. Nordheimer.

FIRMS SUBSCRIBING \$25.

Kilgour Bros. McAlpin Tobacco Co., Hunter-Rose Co., Stauntons, Limited, Mail Job Printing Co., Corticelli Silk Co., Carter-Crume Co., J. G. Ramsay & Co., Roden Bros., Heintzman & Co., E. & S. Currie, John Leckie, Limited, John Inglis & Sons, Merchants' Dyeing & Finishing Co., George H. Hees, Son & Co., Cohen Bros., Limited, Toronto Hardware Manufacturing Co., Metallic Roofing Co., Canada Cycle & Motor Co., Copeland-Chatterson Co., Atlantic Refining Co., Gordon MacKay Co., P. Freyseng & Co., Polson Iron Works, A. R. Clarke & Co., Lyman Bros. & Co., Canadian Kodak Co., Firstbrook Box Co., Canadian Rubber Co., Gendron Manufacturing Co., John Taylor & Co., J. F. Pease Furnace Co., D. Gunn, Bros. & Co., Pure Gold Manufacturing Co., Clarke & Clarke, Imperial Varnish & Color Co., Newcombe Piano Co., Charles Rogers, Sons & Co., Gerhard Heintzman, Fensom Elevator Works, Parry Sound Lumber Co., Standard Fuel Co., Pugsley, Dingman & Co., Gurney Foundry Co., Robert Crean & Co., Toronto Silver Plate Co., Elias Rogers, James Morrison Brass Manufacturing Co., Gold Medal Furniture Co.

FIRMS SUBSCRIBING \$20.

W. B. Hamilton Manufacturing Co., Ontario Wind Engine & Pump Co., Monetary Times Printing Co., Woltz Manufacturing Co.

FIRMS SUBSCRIBING \$10.

Murray Printing Co., Allen Manufacturing Co., H. W. Petrie, Eureka Mineral

Wool and Asbestos Co., Newell Higel Co., Methodist Book and Publishing House, S. R. Wickett, Taylor, Scott & Co., J. Coulter Co., Fletcher Manufacturing Co., The Cowan Co., The Crompton Corset Co., The National Electrotypes and Stereotype Co., J. W. Lee & Co., Beal Bros., J. A. Phin, E. G. Carter & Co., Saunders, Lorie & Co., Meyer Bros., The Booth Copper Co., R. G. McLean & Co., James Acton Publishing Co., Messrs. Hart & Riddell, T. W. Capp Co., Harris Lithographing Co., Creelman Bros., A Friend.

FIRMS SUBSCRIBING \$5.

Minerva Manufacturing Co., Continental Costume Co., T. A. Lytle & Co., Geo. Rathbone, East & Co., Bruce Manufacturing Co., Brunswick Baulke Collender Co., Dominion Hat Co., J. J. Zock & Co., A. A. Barthelmes & Co., Jones Bros., A. Muirhead, P. R. Corson Co., Whaley, Royce Co., Canadian Oiled Clothing Co., Seaman, Kent & Co., A. Doig, Elliott & Son Co., Office Specialty Co., Jno. Dixon, McClary Manufacturing Co., Sheppard Bros., Canada Paint Co., Coulter & Campbell, Dominion Show case Co., A. E. Long, Canadian Heine Safety Boiler Co., Toronto Hat Co., Hutchinson & Son.

Messrs. Jahn & Son and Patterson & Heward subscribed \$2 each.

MONTREAL RECEPTION COMMITTEE.

That the Montreal manufacturers intend to receive their brother members in a hearty manner is shown by the appointment of the following Reception Committee to take charge of the arrangements for entertainment of visitors:—Hon. Geo. A. Drummond, Hon. J. D. Rolland, James Crathern, Ald. G. W. Sadler, H. Montagu Allan, Robert Reford, Lieut. Col. Jeffrey Burland, Dr. Brainard, A. Baumgarten, A. H. Sims, Jas. Cooper and A. E. Ogilvie.

CORRESPONDENCE.

Editor of Industrial Canada.—

DEAR SIR,—We notice in the current number of your journal, that Mr. Pickford, of Messrs. Pickford & Black, would give the impression that the steamers of the line running to Demerara and return, only left Halifax.

We beg to call the attention of the manufacturers of Canada to the fact that these steamers are under subsidy from the Dominion Government to run from St. John as well as from Halifax, and leave this city every fortnight. St. John being several hundred miles nearer western points than Halifax, shippers will no doubt find it to their advantage to route their goods via St. John, either by the Grand Trunk and Intercolonial, or by the Canadian Pacific railways.

Trusting this will remove any false impression conveyed by Mr. Pickford's article, we remain, dear sir,

Respectfully yours,

W. O. PURDY

St. John, N.B., Sept. 26, 1901

Annual Meeting of the Association.

November 5th and 6th, Montreal.

Notice is hereby given to the members of the Canadian Manufacturers Association that the annual meeting of this Association will be held at the Windsor Hotel, Montreal, on Tuesday and Wednesday, November 5 and 6, 1901, and attention is directed to the regulations given below which govern nominations and changes in the constitutions.

NOMINATIONS.

The constitution of the Association requires that nominations for officers and committees shall be sent to the secretary of the Association **not more than four and not less than one week before the annual meeting**, but no member shall be nominated unless his consent has been obtained.

The members will kindly take note of this and send in nominations together with the expressed consent of the nominee at as early a date as possible.

Branch Associations, where these have been organized, will be asked to nominate their own representatives on the Executive Committee and on the other committees of the Association.

AMENDMENTS TO THE CONSTITUTION.

The clause governing this is as follows: "The constitution may be amended only by a two-thirds majority present at any general meeting, **thirty days' notice in writing of such amendment having been given to the secretary**, and it shall be the duty of the secretary to include in his circulars, calling the next general meeting, a notice of such amendment, both such notices to include the clause or clauses to be amended. It shall be in order that amendments to the amendment can be discussed and voted on at the same meeting."

On another page of this issue will be found a number of proposed amendments to the Constitution that will come up for discussion.

Programme.

TUESDAY, NOV. 5.

- 9.30 a.m.—Woollen section meets.
- 11.00 a.m.—Opening business session.
- 2.30 p.m.—Afternoon session.
- 8.00 p.m.—Evening meeting.

WEDNESDAY, NOV. 6.

- 11.30 a.m.—Morning session.
- 2.30 p.m.—Concluding business session.
- 8.00 p.m.—Banquet tendered by Montreal members.

Arrangements for Members.

RAILWAY.—Members attending the Annual Convention should purchase single fare tickets to Montreal and receive at the same time from the agent a receipt that he has purchased such a ticket. This receipt on being countersigned by the Secretary of The Canadian Manufacturers' Association at the meeting in Montreal will permit the holder to return at one-third regular fare if 50 members are present, and free if 300 members attend from outside.

HOTEL.—Special rates will prevail at the Windsor Hotel, Montreal, during the time of the Convention, and rooms can be reserved either by informing the Secretary of the Association or by writing to the hotel direct.

BANQUET.—The banquet at the conclusion of the Annual Meeting is being tendered complimentary to outside members by the Montreal manufacturers. All those who signify their intention of being present on or before October 30th will be provided with complimentary invitations. Montreal manufacturers may obtain tickets from the Secretary of the local branch, Mr. Walter Roach, at \$5.00 each.

Open Meeting.

The open meeting to be held on the evening of Tuesday, November 5th, should be of special interest, at which the following interesting subjects will be presented:

1. Annual address of the President of the Association, delivered by Mr. P. W. Ellis.
2. Presentation of a report of the visit of Mr. Wm. Whyte, assistant to the president of the Canadian Pacific Railway, on the possibilities of trade in Canadian manufactured goods with Asiatic Russia.
3. A short address by Mr. A. J. Moxham, Dominion Iron and Steel Co., Sydney, C.B., on industrial developments at Sydney.
4. Some hints on South African trade, by Mr. Jas. Cummings, Canadian Commissioner to South Africa, who is expected to return from his present visit to South Africa in time to be present at this meeting.

Banquet.

As before mentioned, the Montreal members have taken up the arrangements for the banquet heartily and promise to make it a most successful conclusion to the meeting.

The following public men have already accepted invitations to be present:—The Premier, Sir Wilfrid Laurier; Hon. W. S. Fielding, Minister of Finance; Hon. J. I. Tarte, Minister of Public Works; Hon. Wm. Patterson, Minister of Customs; Hon. A. G. Blair, Minister of Railways and Canals; Hon. S. N. Parent, Premier of Province of Quebec; Robt. L. Borden, Leader of Opposition in the Dominion Parliament; The Mayor of Montreal; E. S. Clouston, President of Bankers' Association, President of the Montreal Board of Trade; President of the Chambre de Commerce; Principal Peterson, McGill University; President Loudon, Toronto University; F. D. Monk, M. P.; R. Bickerdike, M. P.

Business Sessions.

Arrangements for business sessions of the annual meeting have not yet been completed, but communications will be sent to each of the members, covering the arrangements for the four sessions that are allotted for discussion of the practical business of the convention.

The report of the Parliamentary Committee will cover: (a) The work of the next year, (b) Recommendations with reference to Insolvency Legislation, (c) Suggestions looking to the incorporation of the Association, (d) Recommendations affecting the patent legislation, (e) Discussion as to the bill passed by the N. W. T. Legislature affecting outside corporations.

The report of the Railway and Transportation Committee will cover: (a) Report of last year's work, (b) Recommendations with reference to improvement of transportation facilities, (c) Resolutions re appointment of a permanent Railway Commission (d) Resolution looking to the establishment of a direct line of steamships from eastern Canada to South Africa and Australia, (e) Some suggestions with reference to losses entailed by shippers in transportation, (f) The possibility of the Association assisting in export trade of members.

The report of the Tariff Committee will undoubtedly be open for much discussion. Requests have come from various industries for consideration of the relation of the tariff to the goods. These have so far been received, relating to (a) Woollen industry (b) Oatmeal industry (c) Lumber (d) Paper box manufacturing (e) Shirts and collars (f) Lead duties (g) Spades, shovels, etc.

The Commercial Intelligence Committee will (a) report covering the work of the year (b) submit suggestions looking to the improvement of the Canadian agency system abroad, so as to assist in the development of export trade (c) will submit some resolutions covering the export trade.

The Industry and Membership Committee will report the result of its year's work in bringing in new members, in organizing the Association and establishing Provincial branches, and also other matters that have come before it.

The Special Committee appointed to consider the relation of the manufacturers to the labor question will submit its report for consideration.

The Reception Committee will (a) present a report covering the work of the year (b) certain suggestions with reference to elections and social gatherings for members in different sections for the coming Association year.

Reports of the Treasurer, Secretary and Finance Committee, and the business arising from them will be submitted.

Amendments to the Constitution and By-laws as outlined in another column will be discussed, and finally the election of the officers and committees who are to have charge of the important work of the Association for the coming year will conclude the business for the sessions.

AMENDMENTS TO THE CONSTITUTION.

To be Discussed at the Annual Meeting.

The special committee on the Constitution will submit the following amendments for consideration at the annual meeting in Montreal. The attention of members is directed to this as the official intimation of such changes.

First—Wherever the name "Executive Committee" appears in the Constitution and By-laws as referring to the central Executive Committee of the Association, it shall be known as the "Executive Council of the Canadian Manufacturers' Association."

MEMBERSHIP.

The regulations relating to membership shall be changed as follows:—

At present stands "There shall be two classes of membership—active and honorary."

To read "There shall be three classes of members, active, honorary and correspondent."

Active members shall consist of ordinary and life members.

Active Membership.—The present clause as follows: "Any *bona fide* manufacturer, producer or exporter, whose business is directly connected with the manufacturing industries of Canada."

To read: "Active membership in the Association shall be open to individuals, firms and corporations actively engaged as manufacturers who subscribe to the terms of this Constitution and contribute to the treasurer the annual dues required."

Life Members.—Any ordinary member in good standing may, after at least one year's membership, become a life member on payment in advance of ten annual subscriptions.

Honorary Members.—Honorary members shall have the same privilege of visiting the Association as active members, but may not vote or hold office.

Correspondent members shall have the same privileges as honorary members.

ELECTION OF MEMBERS.

a. Active Members.—Add to the present clause "After report by the Reception and Membership Committee." The clause would then read: "Every candidate for active membership shall sign an application for membership, which shall be signed by an active member as his proposer, and by another active member as his seconder, and which shall be forwarded to the Secretary. Such application shall be acted upon at the next meeting of the Executive Council after report by the Reception and Membership Committee."

b. Honorary members shall be elected only on the unanimous vote of the Executive Committee, or by unanimous vote at the annual meeting, for having been of unusual benefit to the Association or the nation.

c. Correspondent members of the Association to be elected by the unanimous vote of the Executive, or by unanimous vote at the annual general meeting for the term of one year or at pleasure of the Executive, such members to be furnished with credentials as representatives of the Association in foreign trade centres.

COMMITTEES.

Present Reading:—The Executive Committee shall be composed of the President, Vice-Presidents, Treasurer and not less than twenty active members of the Association.

To read The Executive Council shall be composed of the President, Vice-Presidents, Treasurer and one member for each fifteen members of the Association as determined by the membership on the day of annual meeting.

Under the heading of "Committees," add "A Committee on Industrial Canada." The Committee on Industrial Canada shall consist of five active members with power to add to their numbers.

Strike out the Industry and Membership Committee, and change the name of the Reception and Entertainment Committee to the Reception and Membership Committee.

NOMINATION AND ELECTION OF OFFICERS AND COMMITTEE.

Under "Nomination and Election of Officers" add the following:—"Wherever there is a provincial branch of the Association established it shall be asked to nominate its Vice-President to the Association, and its representatives on the Executive Council. Wherever local branches are formed or trade sections organized these shall have the privilege of officially nominating representatives to the Executive Council, the number of such nominations being one for each fifteen members of the branch or trade section organized."

The remaining number shall be made up by general nomination, and subsequent election at the annual meeting.

All past presidents of the Association shall be ex-officio members of the Executive Council.

Representatives to Local Technical School and other Boards shall be elected by the Local Branches of the Association, in which such Board is situated.

Local Branches will be asked to officially nominate the representatives to which they may be entitled on any of the various Exhibition Associations within the locality for which the Branch is organized.

DUTIES OF COMMITTEES.

(a) Duty of the Executive Council. Strike out the present regulation which reads as follows:—

The Executive Committee shall act as an Advisory Board to the general officers of the Association, and also transact such business as may be assigned to it by the Association. The

Executive Committee shall further establish a bureau of information, to which members may at any time refer.

The class of information that is to be supplied will be furnished by the committees, but, in addition, the Executive shall try to procure reliable statistics as to imports into foreign countries, classified: country supplying, quantity imported and value.

Enterprises which may offer a good opening in a manufacturing way in Canada for articles not yet made in Canada, or insufficiently so.

Possibilities for extending inter-Imperial and inter-Colonial trade.

A list as they are to be had of foreign contracts and more important domestic ones.

Endeavor to regulate credits and rates of discounts.

Keep members of the different guilds notified of important meetings of manufacturers, engineering, mining or other Associations.

Meetings of the Executive shall be held on the second Tuesday of every month in the Association rooms, or more frequently if needed.

To read: "The Executive Council shall be the official committee of the association which shall advise and instruct the general officers, and shall in all matters act as the representative of the association when the latter is not in session. It shall receive and pass upon reports of all committees, and under the general Association itself be the determinant of the policy of the association

"Meetings of the Executive Council shall be held on the second Tuesday of every month, or such other date as the Executive Council may determine."

DUTY OF COMMERCIAL INTELLIGENCE COMMITTEE

Add to the present duties the following: "This committee shall establish a bureau of information to which members may apply at any time in order to procure reliable statistics as to imports, exports, the possibilities for extending trade, foreign contracts, tariff regulations, etc."

DUTY OF COMMITTEE ON INDUSTRIAL CANADA.

This committee shall deal with all questions relating to the editorial and business management of INDUSTRIAL CANADA, the official publication of the Association. Questions of general policy shall be referred to and passed upon by the Executive Council of the Association.

BRANCH ASSOCIATIONS.

Add the following.—The Association may establish local or provincial branches in different manufacturing centres in Canada on application by the members of the Association situated in such district or province. Such a branch shall consist of at least eight members of the Association and shall be known as the Branch of the Canadian Manufacturers' Association. The membership shall consist of those members of the Association situated within the locality designated by the branch. The officers of such branch to be a Chairman, Vice-Chairman, Secretary and Executive Committee. The officers and the committee shall be elected by the members of the branch assembled in annual meeting at least two weeks prior to the annual meeting of the Association.

Branch Associations may deal finally with all matters of purely local interest.

They may also pass upon matters of general interest, and the result of their deliberations should be forwarded immediately to the Executive Council in the form of a recommendation to be considered by it or the whole Association.

TRADE SECTIONS.

Add the following:—The Association may, from time to time, establish trade sections, to be composed of those members of the Association engaged in any particular industry or trade. Such organization shall be known as the Section of the Canadian Manufacturers Association.

The membership of such section shall consist of the members of the Association engaged in the particular trade who apply for membership in the section.

The officers shall consist of a Chairman, Vice-Chairman, Secretary and an Executive Committee.

The officers of the Committee shall be elected annually by the members of the section prior to the election of officers in the annual meeting of the Association.

Sections of the Association may deal finally with all matters affecting only their own industry or trade. They may also pass upon matters of general interest and the result of their deliberations should be forwarded immediately to the Executive Council in the form of a recommendation to be considered by it or by the whole Association.

Ten per cent. of the fees of members of the section may be drawn upon by such section for any expenses connected with its own business without special application to the Association. If any further amount is required, special application must be made to the Executive and be passed upon.

AUDITORS.

Under the heading "Auditors" alter the last sentence which reads as follows: "The allowance for the auditors' services shall be fixed by the members at the annual meeting."

To read: "The allowance for the auditor's services shall be fixed at \$50."

BY-LAWS.

Add under the present heading "Fees" the following: "Additional representatives from a firm or corporation shall be admitted to full privileges of membership on payment of the fee of \$5 per annum."

The secretary of a branch shall be an honorary officer. If a salaried officer is necessary, he shall be employed by the Executive Council, and receive his remuneration from the Head Office.

Ten per cent. of the fees of a branch can be drawn upon by such branch for local expenses without special application to the Executive Council.

If any further amount is required special application must be made to the Executive Council and be passed upon by it.

Special excursion rates to and from Montreal for members on November 5th and 6th,

THE MONTREAL BRANCH.

The annual meeting of the Montreal Branch of the Canadian Manufacturers' Association was held in the Council Chamber, Board of Trade Building, Montreal, on Friday, October 18th, at 3 30 p.m.

Mr Frank Paul, chairman of the Branch, presided, and the Council Chamber was filled to the doors by large attendance of Montreal members.

Mr. Walter Roach, secretary, submitted the report of the local Executive Committee, covering the work for the year in connection with the organization of the Montreal Branch of the Canadian Manufacturers' Association, formed by the affiliation of the old Montreal Manufacturers' Association with the existing members of the Canadian Manufacturers' Association.

The report also touched on the work done in connection with the Union Label Bill, the local Boiler Inspection Act, and other matters, and made recommendations for lines of work for the incoming committee.

The report of the committee was received and adopted.

Explanations were then made as to the procedure with reference to the elections, and on the motion of Mr. C. C. Ballantyne, seconded by Hon. J. D. Rolland, the nomination of the Montreal branch was tendered to Mr. Wm. McMaster for the position of President of the Canadian Manufacturers' Association.

The motion was carried unanimously, and Mr. McMaster was given time to consider the nomination thus tendered him.

The following members were also officially nominated to represent the Montreal Manufacturers on the general Executive Council of the Association:—Messrs. Frank Paul, Hon. J. D. Rolland, W. W. Watson, Robt. Munro, A. E. Ogilvie, J. J. McGill, Wm. McMaster, Jas. Davidson, and C. C. Ballantyne.

The election of the Montreal executive was then proceeded with, resulting in the return of the nine men nominated for the central committee, together with the following names: Messrs. J. T. Hagar, Henry Miles, Geo. Esplin, R. R. Stevenson, J. C. Holden, Jas. R. Wilson, R. Gardner, E. Tougas, J. E. Mathieu, Jno. Baillie, Edgar McDougall, Geo. W. Sadler.

Spirited addresses were also made by the chairman, Hon. J. D. Rolland, J. C. Holden, and others.

The meeting then adjourned.

Big Irrigation Scheme.—The Canadian Pacific Railway authorities have at present under consideration an immense scheme of irrigation for the Northwest, by which it is proposed to make good farming and grazing country out of millions of acres, which now lie dry and arid, between Calgary and Medicine Hat immediately on the North railway line. James Anderson, the leading irrigation engineer of the world, who has done such gigantic work in California, Egypt and other places, has recently been over this area, and reports that there is nothing to prevent this great work being successfully carried out. His report is now before the executive in Montreal, and it is understood that as an experiment 300,000 acres of the 3,000,000 barren acres will be put under irrigation.

EXECUTIVE COMMITTEE MEETING.

Last Meeting of the Old Committee.

The last meeting of the present Executive Committee of the Canadian Manufacturers' Association was held in the council chamber, Board of Trade, Tuesday, Oct. 8th, at 2 p.m.

The president, Mr. P. W. Ellis, occupied the chair. Others present were: Messrs. Geo. Booth, J. O. Thorn, Cyrus Birge, J. Hewton, Jno. Taylor, Geo. H. Hees, Frederic Nicholls, W. K. George, Jas. P. Murray, Thos. Roden, and C. C. Ballantyne, Montreal.

Communications were read from Th. DeSchryver, New Zealand, Thos. Moffat, Cape Town, C. D. Davies, Bridgetown, Barbadoes, W.I., and Chas. Dobson, Sydney, thanking the association for appointment as honorary correspondents, and promising to furnish any information possible with reference to openings for Canadian manufactured goods.

FINANCE COMMITTEE.

The report of the Finance Committee and the treasurer's report was presented by Mr. Geo. Booth, who moved its adoption, seconded by Mr. Birge.—Carried.

The finance report included the recommendation that the work of the treasurer be done as largely as possible at the office of the secretary in order to lessen the clerical work heretofore falling to the treasurer. It included further, the recommendation to subscribe to one of the best daily commercial papers in New York, in order that the export news available at that centre might be on file in the office of the association.

COMMERCIAL INTELLIGENCE COMMITTEE.

In the absence of the chairman the report of the Commercial Intelligence Committee was submitted by the secretary. This was as follows:

"Your Commercial Intelligence Committee begs leave to report an important meeting during the last month.

The first matter discussed was the operation of fire insurance rates with reference to manufacturers. Various propositions were before the committee, one of which recommended the formation of a new manufacturers' company.

After discussing the question fully and considering the facts laid before it, showing the cost of insurance in the Mutual Manufacturers Insurance Companies of the Eastern States, a small committee was appointed, composed of Messrs. W. A. Kemp, P. W. Ellis, J. A. Wells, J. P. Murray, Jos. Wright and Tyndall, to investigate fully the saving to be made by adopting insurance of this kind.

The secretary was also instructed to obtain similar information from the United States and to ascertain the liability of these companies, and how far it would be taken as satisfactory for banking purposes.

The question of improving the Canadian Government Agency system with respect to foreign trade was also carefully considered, and lines of improvement noted.

A small committee, composed of the Chairman, Mr. Wells and the Secretary, was appointed to draft recommendations which

could be submitted to the annual meeting, making practical suggestions upon which the service might be improved.

The question of nationalizing the telegraph systems of Canada and of the Empire was also discussed, but left over for a further meeting.

Instructions to prepare a pamphlet to be given to the visiting press for the purpose of providing them with information about the industries of Canada were also gone into. Draft of the material to be presented to them was approved of, and instructions given to the chairman and secretary to provide for the printing of the same in handsome pamphlet form. This has now been undertaken, and the pamphlet is well under way in an edition of 250. Copies of the literature distributed by the Canadian Government at Glasgow and the Pan-American Exhibitions have also been obtained in sufficient numbers to admit of presentation to the journalists when here."

Moved by Mr. Thorn, seconded by Mr. Taylor, that the report be adopted.—Carried.

RECEPTION COMMITTEE.

The report of the Reception Committee was presented by Mr. Thos. Roden, the chairman. This report gave detailed information with reference to (1) luncheon, which it was proposed to tender to the visiting press who accompany the Royal party on their Canadian tour, and (2) the arrangements under way for the annual meeting in Montreal. Both of these matters are dealt with fully in another column, and the report is, therefore, not submitted herewith in detail. The chairman moved its adoption, seconded by Mr. Murray.—Carried.

NEW MEMBERS.

Mr. J. P. Murray, on behalf of the Industry and Membership Committee, submitted eight applications for membership and recommended that these be adopted. The firms were as follows:—G. F. Bryan, Winnipeg, cigars. McDonough & Shea, Winnipeg, brewer and maltster. Emerson-Hague Mfg. Co., Winnipeg, overalls, shirts, tents, mattresses. Bulman Bros. & Co., Winnipeg, lithographing. Farmers' Co-Operative Packing Co., Brantford, bacon, hams, lard, etc. E. Guillet & Co., Marieville, P.Q., straw hats. Lever Bros., Ltd, Toronto, Sunlight soap, Toronto Plate Glass Importing Co., Toronto, mirrors, artistic glass, bent glass, etc. Canadian Corundum Wheel Co., Hamilton, corundum wheels, etc.

MISCELLANEOUS BUSINESS.

Mr. W. K. George, Chairman of the Toronto Branch, reported progress in connection with the erection of the Toronto Manufacturers' arch, and moved the adoption of the report, seconded by Mr. Thorn. Carried.

The report of the Committee on "Industrial Canada" recommending the issue of a special number for the month of November, including a report in full of the annual meeting, was carried, on motion of Mr. Hewton and seconded by Mr. Taylor.

The report of the secretary covered many points in connection with the work of the

Association during the past month. It also mentioned that the Parliamentary Committee, Insolvency Legislation Committee and Railway and Transportation Committee were getting their work in shape for the annual meeting. It also reported progress in connection with the Exhibition Committee, the Society of Chemical Industry, and the work in securing new members, and the arrangements for the annual meeting in Montreal. The secretary's report was adopted on motion of Mr. Thorn, seconded by Mr. Taylor.

NEW BUSINESS.

Under the heading of "New Business," the secretary introduced the question of applying for the incorporation of the association. Moved by Mr. Thorn, seconded by Mr. Taylor, that the secretary recommend at the annual meeting to ask for incorporation under Dominion charter, and that the secretary be instructed to confer with our honorary solicitor in order to recommend a form in which the application for the charter could be made.—Carried.

Mr. Hees, chairman of the Tariff Committee drew attention to the advisability of having a strong pressure brought to bear on the Government to carry out some of the suggestions already made with reference to the appointment of a trade commissioner to Great Britain, the securing of a preferential tariff in Australia, and other matters relating to the promotion of the foreign trade of our manufacturers. The Commercial Intelligence Committee was instructed to have these matters in shape for full discussion at the annual meeting.

Some amendments to the constitution were submitted. These will appear in another column, and be discussed at the annual meeting.

The Dominion Government and Mineral Development.—Measures are being taken to improve the Mines Branch of the Department of the Interior as a useful and practical division of the public service. The first step in this direction was the appointment of Dr. Haanel as Superintendent of Mines for the Dominion. Under his direction the assay office at Vancouver was built, equipped and put in operation. The success of this institution is already assured, as Western miners are finding that it pays to deal with the Dominion Government official. Dr. Haanel has advised the Government to purchase all the Yukon gold; it will be needed he maintains for the Canadian mint. The Canadian branch of the Royal mint will be placed in the new National Museum now being built at Ottawa. The Geological Survey will also be transferred to the same structure. In the Mines branch there will be a sub-department of metallurgy for testing the economic value of ores. A mining specialist is to be employed, whose duties will be to report upon mining areas, &c. Every three months a report is to be issued, giving the latest statistics bearing upon the production of the mines.

The Manufacturers and the Royal Visit.

The Journalists Entertained.

Most of our readers are already aware, either as eye witnesses or from newspaper report, of the loyal reception tendered to the Duke and Duchess of York by the people of Toronto and visitors from the surrounding country. In this reception Toronto manufacturers have just reason to feel proud of their part, as the arch which they erected was, in the words of the *Globe*, recognized as "the most beautiful decorative piece in the whole city." A full description of this arch, taken from the plans and specifications, has already been given in *INDUSTRIAL CANADA*. We need only add, therefore, that its general effect when completed, was most pleasing, both in the day time and at night. Certainly if the popular interest were any evidence of its beauty the arch was all that could be desired, for it was surrounded by crowds of spectators at all hours during the period of the royal visit. The camera man also was never absent. One of the happiest features about the arch was its beautiful setting, the background on one side consisting of the monument of Sir John A. Macdonald, the Parliament buildings, and Queen's Park, and on the other of the long avenue of trees stretching to Queen street.

The Duke and Duchess had occasion to pass beneath the manufacturers' arch several times, both in the day time and at night. On each of these occasions it looked its best for the benefit of royal eyes. On the whole the committee and its chairman, Mr. W. K. George, are to be congratulated on the success of their efforts in erecting an arch which proved to be one of the finest the royal party have met in their whole tour, and did honor to the manufacturers, not only of Toronto, but of the Dominion.

LUNCHEON TO THE JOURNALISTS.

On Friday afternoon, October 11th, The Canadian Manufacturers' Association and The Canadian Press Association had the pleasure of entertaining the press representatives accompanying the royal party on their tour of the Empire, and the Canadians who had been on the western tour, at a luncheon at McConkey's. The luncheon took place about three o'clock, after the military review, and was a most enjoyable affair. The following are the names of the press representatives who were present:—Melton Prior, the veteran artist of The London Illustrated News; W. Maxwell, The London Standard; J. Watson, Reuter's Press Agency; J. E. Vincent, The London Times; E. F. Knight, The London Morning Post; Douglas Storey, The New York Herald; Martin Egan, The American Associated Press; John A. Ewan, The Toronto Globe; Charles W. Jefferys, artist, Toronto Globe; H. C. Charlesworth, The Toronto Mail and Empire; Fred. Yorston, The Montreal Star; Hector Garneau, La Patrie, Montreal, and Marc Sauvalle, La Presse, Montreal.

THE CHAIRMAN'S REMARKS.

When full justice had been done to the repast provided, the chairman, Mr. P. W. Ellis, rose to propose the health of King Edward, which was honored by those present rising and singing

the national anthem, after which Mr. Ellis spoke for a few minutes. He said it was a pleasure to meet the press representatives, for he knew that they had much to do in the moulding of public opinion; they had practically the ear of the whole world, and as he knew also that they were truthful chroniclers—(laughter)—he was satisfied that what they, when they would go back to England, would have to say of Canada would be said in proper terms. He hoped they would not forget to dispel the idea of some Englishmen that Canada was veritably a "Lady of the Snows," or, as the Irishman had put it, a climate that "jumped from winter to summer without a spring." He was sure they had seen enough to know that there was more fiction than truth in the little bit of poetry about Quebec:

"A little boy of Quebec
Was buried in snow to the neck.
He was asked 'Are you friz?'
And he said 'Yes I is.'
But that is not cold for Quebec."

Mr. Ellis spoke enthusiastically of Canada's prospects as an industrial country, and called attention to its increasing trade, particularly with Great Britain, and also to the advantages it has to offer to Old Country emigrants.

The toast "Our Guests" was responded to by Mr. Melton Prior, Mr. J. E. Vincent, Mr. Douglas Storey and Mr. Martin Egan. The speeches were all of a most happy nature and full of excellent humor.

MR. MELTON PRIOR.

Mr. Prior, whose drawings have made him famous the world over, said that he supposed it was his age that accounted for the honor of speaking first, as well as that of sitting beside the chairman being given to him. "I look around me," he said (the wine glasses had been filled), "and I feel almost a Bacchanalian—(laughter)—and when I see you with cigars I feel almost a tobacconian." (More laughter.)

Mr. Prior, leaving Canada to the speakers to follow, referred to a part of the struggles in connection with the siege of Ladysmith that had been generally overlooked. "We all heard," he said, "of the daring and endurance of Tommy Atkins, and when we remembered the pluck with which he went through his many struggles we said, 'Well done, Tommy.' We heard very little in the newspapers about the pluck, daring and endurance of the women of Ladysmith. We did not take into account what those women went through. I have myself seen women going to the stores with baskets for provisions, and coming away with a whole day's food in the palm of the hand. No man can say too much for the pluck of the women of Ladysmith."

The veteran artist concluded by telling the following story of the siege: As General White went out to meet General Buller (Mr. Prior was present at the time) he passed a corner where there were eight or ten children. They cheered him and he took off his hat, and waving it in the air, said, "Hurrah, children! No more starvation rations—plenty of sugar now!"

Mr. Vincent was very brief. He said that the English pressmen in going around the world felt their position very acutely. They had been fed like stalled oxen for eight months, had been banqueted everywhere until they had been constrained to say, "As for our hosts, God bless them, and for ourselves, God help us."

SURPRISED BY CANADA'S RESOURCES.

Mr. Douglas Storey, of The New York Herald, made a very witty and also business like speech. He said: "I feel that my own position is more awful than that of either of my friends, because I am a traitor in the camp. (Cries of 'No, no.') I represent an American newspaper, and I feel that the only thing I have any right to say should be simple and grateful. We have been on a royal tour and have been royally treated. I should have something serious to say, for you are all serious men, but I personally am a Scotchman. (Laughter.) I came to Canada knowing no more about it than that it was founded by General Brock as he rode down the St. Lawrence reciting Gray's Elegy, and that he fought a battle on the Plains of Abraham, which property has been kept as a sacred heritage ever since. (Renewed Laughter.) I did not even know it was a country of snow. (Laughter.) I have seen enough to know that I want to come back again." (Hear, hear.)

Mr. Storey complimented Canadians on the great country which they possessed. He had been surprised by the extent of its resources. What we needed, he said, was capital and population, and Canadians would do well to advertise Canada's advantages in the British press.

In concluding Mr. Storey referred to his Scotch nationality and said that he had never felt so proud of it as when he came into Canada at Quebec. The people were of Scotch solidity. His friend Mr. Prior was as near a Scotchman as any Englishman he had ever known.

THE DUKE'S CONTRAST.

Mr. Egan said that he was not a stranger to Canada. He knew the heritage in her hands, and he knew that her destiny would some day be worked out, for he considered Canadians an industrious people, who would make that destiny sure. The main factors are that they have the resources, and are alive to their opportunities. "This tour will do your country a great deal of good," said Mr. Egan. "Your thoughtful young Prince at Regina, I think, contrasted your great country with the crowded cities of Europe, and said it was his regret that the people in those crowded places did not know what broad fields were here for them."

The toast, "The Imperial Press," was responded to by Col. Denison, Mr. W. Maxwell, Mr. E. F. Knight, Mr. Marc Sauvalle, Mr. John A. Cooper, Mr. Hector Garneau, and Mr. C. C. Ballantyne.

Col. Denison said that the visit of the Duke and Duchess was one great bond in a series of movements that for the last few years had been binding the Empire together. He referred to the Canadian-Australian cable, and predicted

an Imperial Atlantic cable in the near future. He concluded by urging the necessity of an Imperial defence fund.

POSTAGE ON PERIODICAL LITERATURE.

Mr. Cooper called the attention of the pressmen to the conditions through which Canada is supplied with periodical literature. He said that eight cents a pound was charged in England for periodicals coming to Canada, and that the United States charged but one cent a pound. In that way there was a prohibitory tax of 96 cents a year on English magazines, compared with 12 cents on those from the United States. Canadians were, therefore, forced to buy through the United States, with the result that they received poor reproductions of such magazines as *Pearsons*, *The Strand* and *The Illustrated London News*. The Canadian Government had been forced to levy a like tax, so that a *Weekly Globe*, which is delivered in Canada for \$1 a year, costs \$1.04 for mail only in going to Great Britain, and *The Canadian Magazine* costs 72 cents to go through the mails to the old country. Mr. Cooper hoped that some influence would be exerted for the removal of this tax.

Mr. Ballantyne spoke briefly on Canadian manufactures and the resources of the country.

LITERATURE FOR THE GUESTS.

The Canadian Manufacturers' Association had prepared, for the information of the journalists, a special article, entitled "Industrial Canada," which contained in a condensed form information as to the nature and extent of the different Canadian industries. This article was published in the form of a handsome souvenir pamphlet and presented to each of the journalists at the luncheon. In addition to this, each was supplied with a complete set of the literature concerning Canada, distributed by the Government at the Glasgow and Pan American Exhibitions. No doubt the visiting journalists formed glowing opinions of Canada as they traveled from one end of it to the other; but the literature thus put into their hands will serve to aid them, by means of facts and figures, to bring the advantages of Canada home to their fellow countrymen. It might also be mentioned in this connection that a copy of the above-mentioned pamphlet has been sent to each of the daily papers in the United Kingdom.

A RIDE IN A TALLYHO.

After the luncheon was over the members of the Reception Committee and others had the pleasure of showing the pressmen some of the beauties of Toronto by taking them for a drive in a tallyho. The arch itself was duly examined and admired, and a pleasant drive through Queen's Park and some of Toronto's leading avenues and streets concluded what had proved a very interesting and, no doubt, profitable afternoon. All acknowledged that the journalists were "jolly good fellows," and the journalists themselves thanked the members for the reception they had given them, and promised that they would further the interests of Canada in whatever way they were able.

CONVENTION NUMBER OF INDUSTRIAL CANADA.

The committee on INDUSTRIAL CANADA have decided to issue, in November, a special convention number of the paper, which will contain among others the following special features:

1. A full official report of the proceedings of the annual meeting at Montreal.
2. Sketches and photographs of retiring officers and new officers.
3. A history of the Association with photographs of past presidents.
4. Copy of the Constitution and By-laws.
5. Statistics showing the growth in Canada of manufactures, railways and canals, shipping, etc.

In addition to the above there will be contained the regular paper, including articles from leading trade authorities, editorials, articles on special subjects, and the usual departments.

The exact size of the number has not yet been decided on, but it will consist of at least 80 pages. It will be printed on good paper and will be illustrated throughout.

An edition of 4,000 copies will be issued and circulated as follows:

1. To all members of the Canadian Manufacturers' Association.
2. To all the Boards of Trade in Canada.
3. To foreign Boards of Trade and Chambers of Commerce.
4. To British Consuls, the world over.
5. To all manufacturers in Canada who are not members of the Association.
6. To foreign buyers and importers through the Canadian Government agents, representatives of the Association and others.

It will thus be seen that the number will be of such a character that it will be kept as a source of reference and also as a souvenir of the annual meeting, while a large home and foreign circulation has been arranged for. It will therefore prove an excellent advertising medium for those of our members who wish to reach either the manufacturing class in Canada or the leading importers, buyers and others interested in Canadian trade in the British Empire and foreign countries. The rates have been placed at a very low figure, and may be learned, together with any other information, on application to the secretary.

LEGISLATION AS AN AID TO INDUSTRIAL DEVELOPMENT.

James W. Swank, general manager of the American Iron and Steel Association, in an article entitled "Iron and Steel at the close of the Nineteenth Century," says:

"While great progress has been made in the last quarter of the nineteenth century in the development of the world's iron and steel industries, the most notable progress has been made in the United States. This country today leads all other countries in the production of iron and steel. This prominence in the manufacture of these articles is only in part due to the bounty of nature in providing liberal

supplies of the raw materials needed; it is largely the result of friendly legislation by the general government; first, in more firmly establishing in 1861 the protective tariff policy, which has since been effectively maintained with but brief interruptions; and, second, in adopting at about the same time the policy of liberal grants of land to railroad companies. Through the operation of the protective policy the home market has been preserved for the home producers of iron and steel and of all articles made from them, and through the operation of the land grant system, supplemented by the homestead policy, thousands of miles of railroad have been built in the Western States and territories that would not otherwise have been constructed. With the building of these roads the population of these states and territories has been greatly increased, the consumption of iron and steel and of other manufactured products have been enlarged, our vast mineral resources have been discovered and developed, the whole country has been enriched. Thousands of new farms have been opened, our agricultural products have been many times multiplied, both home and foreign markets for the sale of our surplus crops have been easily and cheaply reached. But many of these railroads could not have been built if our protective tariff policy had not built up our iron-rail industry in the third quarter of the century, and our steel-rail industry in the fourth quarter. Until we began to make our own iron rails and afterwards our own steel rails, foreign manufacturers charged us excessive prices for such rails as we could afford to import. Both of these industries mentioned had at first to struggle for their very existence against foreign competition, the early duties on foreign iron rails and afterwards on foreign steel rails not being sufficiently protective, but in the end the control of the home market was gained, the production of rails increased enormously, and the prices were steadily reduced. In the meantime, as the direct result of the home competition which the protective policy had encouraged, the production of all other articles of iron and steel greatly increased, and their prices were also reduced, mines of iron ore and coal were opened, which would otherwise have lain dormant, and a greatly enlarged home market for all the products of the farm was created."

Referring to this article the Montreal Star comments as follows:

"The policy which Mr. Swank points out as having been so advantageous in bringing about industrial development in the United States, is that which has been adopted in Canada; a policy which, whatever may have been said against it in the past, has now no avowed opponents among either of the great parties in this country.

"It is by such a policy as that so well described by Mr. Swank that we must depend for our future progress, rather than by any trade favours from neighboring rivals. We have practically but entered upon the business of producers of steel, but we are glad to be able to truthfully say that no other country has better reason to look hopefully forward to taking a fair share of the world's trade.

NEW ZEALAND.

Impressions and Observations by Th. de Schryver, Auckland, New Zealand.

New Zealand is about the last outpost of civilization in the Southern Hemisphere. Its nearest neighbor is Australia, which is 1200 miles distant. Beyond New Zealand there is apart from a few scattered islands, nothing but the vastness of the Southern Pacific and the South Polar Sea. The country is thus isolated, but its isolation, as in the case of England, is a source of power and not of weakness.

New Zealand undoubtedly has a great future before it, and already there are many signs that it will take a leading part in the development of this part of the world. It is a marvel, to any observant student, what has been done by a handful of people in the short period since New Zealand practically began its history. This country is certainly favored by nature in climate, in soil, and mineral wealth, but there are many other countries favored in the same way, which, after centuries of hard plodding, are not so advanced as New Zealand is to-day.

Just think of it, these islands 13,000 miles away from the mother country, with a population of only 800,000 (the population of a medium sized town in Europe), maintain a railway net of about 2,300 miles, have a quite up-to-date postal and telegraph service all through the country, with nearly 7,000 miles of line, have built harbors and breakwaters, provided their coast-line with beacons and lighthouses, where wanted, and maintain a machinery of law and government as elaborate as that of any other country, inclusive of a governor at 25,000 dollars per annum. They provide for all who are willing to work everything necessary to live in peace and plenty, besides an old age pension for all workers over 65 years of age.

CLIMATE.

It is obvious that a country stretching over 13 degrees of latitude has many climates and the wants of the inhabitants of the North Island are vastly different from those of the South Island. The North Island in a broad sense, is sub-tropical: the South Island temperate.

The first has a climate resembling that of Southern Italy and the latter the south of England. The Alpine Highlands of the South Island can be best compared with Switzerland.

The North Island is 515 statute miles long and the South Island 525; total area 104,471 square miles.

The geographical position and the great variance in climate have had a marked influence on the development of commerce. The country may be said to be divided into four commercial districts. The central city of the upper half of the North Island is Auckland, and of the Southern half Wellington. The latter town works also some northern parts of the South Island.

The centre of the northern half of the south island is Christchurch, and of the southern half of the same island, Dunedin.

Nearly all the leading wholesale firms have establishments in each of the four towns, and often in some of the smaller towns besides. The bulk of the business of the whole country passes through these four centres. Two, Auckland and Wellington, are in possession of

very fine harbors, and ships of any size and tonnage can get in at any time. Christchurch and Dunedin are not so well off, but still their ports, Lyttelton and Port Chalmers, answer all requirements, and, if necessity should arise, they could be easily improved to bring them up to the desired capacity.

Besides the four named centres there are many rising towns with good harbors, but they are of little importance with regard to the over-sea trade.

AUCKLAND.

Auckland with about 66,000 inhabitants, the oldest and most important town, is picturesquely situated on a narrow neck, dividing the two harbors of Auckland, the Waitemata and Manukau, or the Tasman Sea, from the Pacific Ocean. This neck is only six miles wide, and is the only connection between the northern and southern portion of the north island.

The wharfage is very extensive, and there are facilities for loading and discharging about forty vessels of various sizes at once.

Auckland has fine public and private buildings, amongst the latter many imposing warehouses. None of the churches are remarkable from an architectural point of view, and are mostly built of wood.

The principal business part of the town, inclusive of the custom house and the shipping offices, is built on reclaimed ground, under management of a harbor board.

The Domain is a well laid out recreation ground extending over 200 acres. There are besides these many reserves, the most interesting in every respect is the Mount Eden reserve. The view obtained from the summit of this extinct volcano ranks amongst the finest in the world. The small isthmus which divides the two seas dwindles away, and from this lofty position, about 650 feet high, one has the unique experience to practically look into two oceans at the same time. The surrounding country is well cultivated and dotted over with little villages, cottages, and homesteads. Looking eastwards, one overlooks the Auckland harbor, with Mount Rangitoto in the background. Westwards stretches the Onehunga or Manukau harbor, until it joins the Tasman Sea through a narrow channel, flanked by steep rocky heads.

Over 60 extinct volcanos can be counted from Mount Eden. At one time it must have been a very hot corner of our planet.

The street car service, sanitary arrangements, etc., in Auckland are not what they should be, but if these were to be improved according to modern systems, Auckland could call herself in all justice, the queen city of New Zealand.

WELLINGTON.

Wellington, the smallest of the four principal cities of New Zealand, the Government seat, has about 48,000 inhabitants, and is situated on the shores of Port Nicholson, an inlet of Cooks Strait.

Wellington is very much cramped for space, and had it not reclaimed a large area from the sea it would practically hang on the surrounding

hills. The reclaimed portion is mostly taken up by warehouses and many public buildings, as, for instance, the General Post Office, Government Insurance Harbor Board Buildings, and nearly all the shipping and insurance offices and banks. The new office of the Bank of New Zealand is an imposing building, and would do credit to London or any large continental or American town.

The wharves are very extensive and up-to-date. There are numerous hydraulic cranes and it is claimed that Wellington is the quickest port for clearing on this side of the world.

The environs of Wellington are very picturesque, though they lack the beauty of Auckland. The road to Karori is rather interesting, and when the new incline railroad is completed, the appearance of the upper hills will soon improve. The Botanical Gardens, though not very extensive, are very pretty. They are the only spot about Wellington where remnants of the native bush can be found.

The shore of the harbor is taken up in the centre by the wharves, but to the right and left there are broad esplanades partly ready or in course of construction. When entirely completed they will form one of the finest and most extensive drives in the colony.

CHRISTCHURCH.

Christchurch, the northern city of the south island, has 55,000 inhabitants and is pleasantly situated on the banks of the Avon, which little river follows a most erratic course through the town. Christchurch is often called the "City of the Plains," from its position in the centre of the Canterbury Plains, which comprise the best wheat growing lands in the country. The town is laid out after the American plan, with straight wide streets, with only one street (High Street) running diagonally through the heart of the city.

Christchurch can boast of being the best laid out town in New Zealand, but then this was an easy matter, the land being as flat as the proverbial pancake. There are many fine buildings in the inner part of the city, and the shops all through are the best I have seen anywhere in New Zealand. The town has a splendid water supply from Artesian wells, and though the gutters in the street are all open, they are kept sweet and clean by the constant run of fresh water.

The outlying suburbs are also very fine, and in some parts one gets a glimpse of the snow-capped southern Alps.

Christchurch's port is, one would say, round the corner, and though the town is practically open to the sea, the port itself (Lyttelton) is encircled by very high and precipitous hills. The entrance is flanked by a commanding head 5,600 feet high. The harbour is deep enough to admit ships up to 28 feet draught.

The connection with Christchurch is effected by a railway of 7 miles through a tunnel $1\frac{3}{4}$ miles long.

DUNEDIN.

Dunedin, the largest town in the South Island, is decidedly the best built and the most

important commercial city in the Colony. It has a unique position on the shores of a bay called Orago Harbor, and from the heights at the back of the town one enjoys one of the finest views in the country. The city is partly built on reclaimed land, but the main streets run along the foot of the surrounding steep hills. Princes Street would do honour to any town. It is lined with the most important buildings, public and private. The continuation is called George Street, a good and well built thoroughfare, which leads into the North East Valley, a populous suburb.

From Princes Street three cable trams run up the hills to a considerable height and connect with an electric tram-line running from Mornington to Maori Hill, (the only electric line I have seen in the colony). The cars used on the latter are built in the United States. (Why not in Canada?)

Up the hills and on the slopes the residential streets are to be found, and some lovely homes in truly exquisite positions are here situated. To the south east, on a sandy isthmus connecting the mainland with the peninsula, are spread out the suburbs St. Kilda and St. Clair. A fine beach runs from end to end, which is, especially in summer, very much frequented by the Dunedin citizens. The whole position of Dunedin is picturesque, and only second to Auckland.

TRADE NEWS FROM AUSTRALIA.

The following is a communication recently received from Mr. William McLean, of Melbourne, Australia, who represents the Association in that city:

Secretary Canadian Manufacturers' Association.

DEAR SIR,—During the past month business throughout Australia has been very unsettled in consequence of the uncertainty as to when the new federal tariff would be introduced. The merchants of the various States have been clearing from the customs large quantities of goods either free or at low rates of duty, anticipating that the rates will be increased when the tariff is introduced. Large quantities of goods where subject to high rates of duty have been bonded in anticipation of lower rates of duty on these particular lines. The feeling generally is that the new tariff will be a revenue tariff, and not a protective tariff. It was anticipated the tariff would be brought forward in June or July, but various delays have taken place, and it is now confidently expected it will be brought forward at the end of this month. It is also anticipated that there will be a good deal of discussion, and that it will take fully a month to debate the various points, so that it will probably be three months before business settles down. It is also anticipated that when this matter is disposed of business will revive considerably. During the past month some large orders have been given on behalf of the leading newspapers in Australia for the supply of paper, for periods of from three to five years. Nearly all these orders are for Canadian paper.

Importers of Canadian goods are looking forward with some interest to see what steps the Canadian Government intend to take by way of establishing direct communication between the Atlantic coast of Canada and Australia.

Yours faithfully,

WILLIAM McLEAN.

CANADA FOR THE CANADIANS.

Illustrated by the Lumber Industry.

The results of the embargo on the export of logs cut on the crown lands in Ontario are very instructive, as showing what a system of protection will do for the development of Canadian home industries.

The decrease in exports since the imposition of the duty in 1898 will be seen from the following figures:

EXPORTS TO UNITED STATES OF PINE SAW LOGS CUT ON CROWN LANDS IN ONTARIO.

	Ft. B. M.
1890	25,000,000
1891	13,632,000
1892	39,073,000
1893	236,432 80/2
1894	174,503.845
1895	238 053.651
1896	249,746.314
1897	219,026,825
1898 (cut of winter 1897-98, and permitted to export)....	157,000,000
1899 (cut of winter 1897-98, and hung up in streams; permitted to export following season)	75,000,000
1900 (cut on limits expressly exempted from operation of manufacturing condition)	13,513,917
1901 (cut on limits expressly exempted from operation of manufacturing condition)	3,132,000

INCREASE OF CUT IN ONTARIO.

Although the export of logs is now reduced to nil, the total cut of timber logs not only has not diminished, but has increased as is shown by the following figures:

CUT ON CROWN LANDS.

Winter 1896-97	527,529,985 ft. B.M.
" 1897-98	587,612,950 "
" 1898-99	548,648,321 "
" 1899-00	700,266,014 "
" 1900-01, figures not yet available.	

NEW SAWMILLS IN ONTARIO.

Since the imposition of the duty the lumber industry in Ontario has gone forward by leaps and bounds. The following list is only a partial one of the new saw mills on the Georgian Bay and Lake Huron which have been built in the last couple of years or are building at the present time, but it will serve to indicate in a forceable manner the extent of the development which is taking place.

Victoria Harbor Lumber Co., Victoria Harbor, have built a mill with a capacity of 25,000,000 feet per year.

J. S. Playfair, Midland, has built a mill costing \$25,000 and capable of cutting 15,000,000 feet per year.

Chew Bros., at Midland, have built a mill to cost \$15,000, and to cut 10,000,000 feet per annum.

The Saginaw Lumber & Salt Co. are erecting a large mill at Sandwich, and are moving the machinery from their mill at Saginaw. They expect to run night and day during all next summer.

Edmund Hall, Detroit, has built a mill at Sarnia with a capacity of 20,000,000 feet, and the Cleveland Lumber Co. has built two mills at the same point, a timber mill and a lumber mill, each with a capacity of 20,000,000 feet, which will give employment to 200 men.

The following old mills which have been standing idle have been overhauled and repaired:—

Walsh mill at Little Current, idle for eight years, now cutting 15,000,000 per year.

Conlon Bros. mill near Little Current, idle for three years, fitted up at a cost of \$10,000, and will cut 20,000,000.

John's Island mill, idle for two or three years; will cut about 20,000,000 feet.

Cutler & Savidge mill at Kenabuth, idle for two years; will cut 25,000,000 feet.

Parry Sound Lumber Co's. mill at Parry Sound, idle for three or four years; company has spent \$25,000, and the mill is cutting 20,000,000 feet per year.

Conger Lumber Co's mill at Parry Sound. Idle for four or five years. Refitted at a cost of \$15,000 and will cut 15,000,000 feet.

Peter's mill at Parry Sound; \$10,000 has been spent in repairing and enlarging it.

The Spanish River Lumber Co. have repaired and overhauled their mill at the mouth of the Spanish.

The Michigan Land and Lumber Co. and Eddy Bros. have been spending a large amount of money on their mill properties at the mouth of the Blind River. The latter company give employment to 150 men, and the former to at least 100.

Besides these a number of other firms on the Michigan side have shut down and are contemplating the removal of their plant to Ontario.

THE INDIAN RESERVES.

Indian Reserves in Ontario being under the jurisdiction of the Federal Government, the Ontario Act prohibiting the export of logs did not affect timber cut on them. *The American Lumberman* (Chicago), Sept. 3rd, 1901, gives the following figures as the export of Indian Reserve logs since the embargo was put on logs cut on Crown Lands:

1899.....	42,575,433 ft. B.M.
1900.....	40,000,000 "
1901.....	28,000,000 "

By Order-in-Council (Dominion) passed in May last it was provided that all pine timber and pulpwood cut on Indian reserves after the 30th April, 1901, should be subject to the manufacturing condition.

INCREASE OF MONEY EXPENDED AND LABOR EMPLOYED.

The cost of sawing pine logs, piling and shipping the lumber is now estimated at \$2 per thousand feet B. M. Freight costs about another \$2; so that for sawing, piling, shipping and freight there is now expended in round numbers \$4 per thousand on all logs which formerly crossed the lake to Michigan. At the same time 100 more men are employed for extra twenty million feet of lumber cut.

A GOOD LESSON FOR THE UNITED STATES.

That the prohibition of export of logs from Ontario has had a disastrous effect on the lumber industry in Michigan, which had become dependent on Canada for the supply of logs, is shown by the following editorial taken from the *Detroit Tribune* of July 18, 1901:

"From Cheboygan south, all along the Huron shore, there are silent mills, abandoned mill sites and empty lumber yards, to say nothing of vacant houses and diminishing or stationary town populations which testify to the worse than folly of that \$2 rate, and the audacious treachery of Julius Caesar Burrows, who betrayed his trust as conference representative of the Senate, in order that he might serve the private interests which had financially backed his senatorial aspirations. Now one of the largest remaining lumber firms (Saginaw Lumber and Salt Co.) has been compelled, by failing supply of raw material, to follow the others across the lake, where it must employ Canadian labor, buy Canadian supplies and contribute to Canadian development."

A few more such lessons as this would soon teach the United States the advisability of entering upon serious negotiations for better trade relations with Canada, which is their best customer; while Canada now that she has become in a large degree independent of the United States, as far as a market for exports is concerned, is in a position to dictate terms which will give her at least an equal share of advantage from the bargain instead of a disadvantage as heretofore.

THE NEW AUSTRALIAN TARIFF.

Claimed to be a Compromise Between Protection and Free Trade.

Canadian shippers are awaiting, with interest, full information concerning the new Commonwealth tariff of Australia. So far the despatches have been rather meagre and may be summed up as follows:—

On October 8th, in the Federal House of Representatives the Commonwealth tariff bill was introduced by the Right Honorable Charles Cameron Kingston, Minister of Trade and Commerce, who congratulated the House that from that moment free trade existed among the States of the Commonwealth.

Mr. Kingston explained that the new tariff would be on a basis of moderate protection. It was proposed to raise the necessary amount of revenue, £9,000,000, as follows: £2,100,000 from customs and excise duties on stimulants, and the remainder from port duties of three classes, fixed, composite and *ad valorem*. He estimated that £2,362,000 would be raised by *ad valorem* duties at an average rate of 18.7 per cent.

In introducing the Bill Mr. Kingston announced that the bill provided for the following duties:

Imported spirits (no allowance for under-proof) per gallon 14s.; excise—on spirits from wine, malt, molasses, or maize per gallon, 11s.; on other sorts, per gallon, 1s. 6d.; beer, in bottle, per gallon, 1s. 6d.; beer, in bulk, per gallon, 1s.; excise, per gallon, 3d.; sparkling wines, per gallon, 12s.; other wines, bottled, 8s., in bulk, 6s.; newspaper and printing paper, 10 per cent.; tobacco, manufactured, per pound, 1s. 6d.; excise, 1s.; cigars, per pound, 5s. 6d., *plus* 15 per cent. *ad valorem*; cigarettes, per pound, 6s. 6d.; sugar imported, per ton, £6; excise, £3, with a rebate of £2 per ton if grown by white labor only.

The general import duties proposed were very varied and included the following: Tea, per pound, 2d. *plus* 20 per cent. *ad valorem*; cocoa, per pound, 2d. *plus* 15 per cent. *ad valorem*; woolen or silk apparel, 20 to 25 per cent.; cottons and linens, 10 and 15 per cent.; corrugated galvanized iron, per ton, 30s.; agricultural machinery, 15 per cent.; medicines, 25 per cent.; and furniture, 20 per cent.

The Government intended to introduce a system of bonuses to encourage the establishment of new industries, especially on locally-smelted iron and locally-made machinery upon the following basis: Pig iron, 12s. per ton on the proportion made from Australian ore, and 8s. per ton on the proportion made from other ore; and steel ingots containing 50 per cent. of pig iron made in Australia, 12s. The bonuses would commence in July, 1902, and would be payable to works only capable of producing 100,000 tons annually. The bonus would be limited to 180,000 tons of machinery. A bonus of 25 per cent. would also be paid on approved reapers and binders, commencing immediately.

A despatch to the London Times says that the bill has been severely criticized in Australia. Though the maximum *ad valorem* duties amount to 25 per cent., some of the composite and fixed duties reach 77 per cent. and 100 per cent. Excluding the duties on alcohol and narcotics it is estimated that the remainder of the duties average 30 per cent. Agricultural and producing interests generally are afforded no relief, although interstate free trade deprives them of any advantage they have hitherto derived from interstate protection duties. The composite duties which impose both *ad valorem* and fixed duties on the same article are strongly condemned in mercantile circles. Mr. Reid alleges that they are intended to conceal the real incidence of taxation.

Mr. Reid, speaking after Mr. Kingston, said that the Government had thrown down the gauntlet by introducing as pronounced a protectionist tariff as the Government dared go. He declared that the Opposition would resist the Government with their utmost strength.

The Government claims that the tariff redeems the promises in Mr. Barton's Maitland speech, being a compromise between the Victorian protectionist tariff and the New South Wales free trade tariff.

COMMERCIAL EDUCATION.

A New Course at the University of Toronto.

The announcement by the University of Toronto of the addition to its regular courses of study of a commercial course was the first tangible sign in Canada of a movement which has found its way from England, and is now being felt strongly in the United States. This movement is not for technical education properly so called—that is already being looked after in our schools of science, technical schools, etc.—but for a higher commercial education, a training which will fit a young man for the higher walks of business life.

Commercial education in this form has been for many years a recognized feature in the educational systems of several continental European nations. France especially has long

had in her national system of education a recognized place for the training of young men as administrators of financial and commercial affairs. Germany, after the war with France, adapted the existing methods of this practical education to her own new policy of expansion, and to-day has in existence some of the best economic institutions of learning in the world. Conservative England is awakening to the importance of practical education of this kind and will soon have in operation a well planned system of higher commercial training. The movement in the United States began twenty years ago. To-day there are special schools or departments devoted exclusively to commercial education, under the auspices of the Universities of Chicago, California, Ohio, Dartmouth, Vermont, Michigan, Wisconsin and New York.

Now that Canada is entering on an era of commercial and industrial expansion, the need of a special training for those who will be leaders in this development is apparent. In such a development highly trained business men, capable of grasping in all its fullness and in all its parts and ramifications any enterprise in the world of trade and commerce, and of carrying it forward to a successful issue, are as necessary as men highly skilled in the technical branches of industry.

Our universities are the only institutions capable of furnishing the sorts of knowledge necessary to equip a man for the administration of business affairs, but it is necessary that they should set apart a special department for that purpose. The University of Wisconsin has a well arranged school of commerce, in the curriculum of which the needs of the student and the courses of study prescribed are outlined as follows:

1. The prospective business man should be familiar with the nature and workings of the industrial organism of which he is to be a part. In order to give him this familiarity the following lines of study are offered:

(a) Courses in commercial geography, which deal with the sources and distribution of the raw materials of commerce and manufactures, locations of manufacturing industries, routes of commerce, etc.

(b) Courses in transportation, which involve a thorough knowledge of all matters connected with transportation that a business man should be acquainted with.

(c) Courses in money and banking.

(d) A course in business organization and management, which includes a study of the various forms of business organization such as corporations, partnerships, private business concerns and trusts.

(e) Courses in economics and economic history.

2. He should also possess a knowledge of certain branches of law. For this purpose courses in commercial law, courses in tariff legislation, courses pertaining to labor, capital, corporations, etc., are provided.

3. The man who wishes to represent a business house in a foreign country should be familiar with the language which his customers speak. A writing and speaking knowledge of French, German and Spanish is therefore provided.

4. The sciences of chemistry and physics

are used in industry in such a variety of forms that at least an elementary knowledge of them is necessary for the well equipped business man. The course therefore covers at least a year of work in each of these sciences.

Practically the same ground is covered in the new course established in the University of Toronto. The subjects studied are arranged in three divisions. The first of these consists of commercial geography, industrial history (trades unions, trusts, etc.), wages and prices, tariffs and transportation, banking organization and commercial law. A second group includes chemistry, electricity, geology, or mineralogy, history and principles of architecture, or mechanical drawing and commercial mathematics. To furnish a command of languages of foreign commercial countries, and also a better command of English itself, the third group is devoted to the study of English authors, and of the French, German, Spanish and Italian languages.

We are safe in saying that in range of subjects the new commercial course which has just come into operation in the University of Toronto is fully as comprehensive as similar courses in sister Universities in the States. It is probable therefore that many of our manufacturers' sons will find their way to this University for their commercial training.

THE METRIC SYSTEM.

The Metric System is forcing its way by a gradual process into use in every civilized country. Starting a little over 100 years ago in France it is now used by 44 nations with an aggregate population of 485,000,000. A remarkable fact connected with its progress is that once a country has adopted it it has never been known to go back to its former clumsy system of weights and measures. The advantages which it possesses over other systems and which are accountable for its progress are summed up in a report to the British Government on the Metric System in Italy as follows:—

a. Greater facilities for commerce afforded by a uniform standard as regards quantity, price, etc.

b. Increased facilities for importing goods and a great saving of time at frontier Custom houses afforded by a single simple standard for calculating quantities and money payments.

c. The general advantages derived in commercial relations with those countries which have adopted the Metric System by reason of a common standard.

The question is a live one in Canada, especially as the United States Congress is about to consider an Act rendering the metric system compulsory. It is questionable, however, whether summary legislation would prove entirely satisfactory, in fact, considerable opposition to such legislation exists in the United States. At the same time the exigencies of foreign trade are bringing the matter prominently to the attention of the commercial classes, with the result that public opinion is shaping towards the general adoption of the system. It will be remembered that the Canadian Manufacturers Association has taken the stand of "recommending the Government of Canada to take steps to have a conference

called of representatives from Great Britain, United States and other Anglo-Saxon countries in order to facilitate the adoption of a common system of weights and measures upon a decimal basis."

The following list is appended for the use of those who may not have at hand a convenient table of the metric system of weights and measures:

METRIC WEIGHTS

Milligram (1-1,000 gram) equals 0.0154 grain.
Centigram (1-100 gram) equals 0.1543 grain.
Decigram (1-10 gram) equals 1.5432 grains.
Gram equals 15.432 grains.
Decagram (10 grams) equals 0.3527 ounce.
Hectogram (100 grams) equals 3.5274 ounces.
Kilogram (1,000 grams) equals 2.2046 pounds.
Myriagram (10,000 grams) equals 22,046 pounds.
Quintal (100,000 grams) equals 220.46 pounds.
Millier or tonnea—ton (1,000,000 grams) equals 2,204.6 pounds.

METRIC DRY MEASURE.

Milliliter (1-1,000 liter) equals 0.061 cubic inch.
Centiliter (1-100 liter) equals 0.6102 cubic inch.
Deciliter (1-10 liter) equals 6.1022 cubic inches.
Liter equals 0.908 quart.
Decaliter (10 liters) equals 9.08 quarts.
Hectoliter (100 liters) equals 2.838 bushels.
Kiloliter (1,000 liters) equals 1.308 cubic yards.

METRIC LIQUID MEASURES.

Milliliter (1-1,000 liter) equals 0.0388 fluid ounce.
Centiliter (1-100 liter) equals 0.338 fluid ounce.
Deciliter (1-10 liter) equals 0.845 gill.
Liter equals 1,0567 quarts.
Decaliter (10 liters) equals 2.6418 gallons.
Hectoliter (100 liters) equals 26.417 gallons.
Kiloliter (1,000 liters) equals 264.18 gallons.

METRIC MEASURES OF LENGTH.

Millimeter (1-1,000 meter) equals 0.0394 inch.
Centimeter (1-100 meter) equals 0.3937 inch.
Decimeter (1-10 meter) equals 3.937 inches.
Meter equals 39.37 inches.
Decameter (10 meters) equals 393.7 inches.
Hectometer (100 meters) equals 328 feet 1 inch.
Kilometer (1,000 meters) equals 0.62137 mile (3,280 feet 10 inches).
Myriameter (10,000 meters) equals 6.2137 miles.

METRIC SURFACE MEASURES.

Centare (1 square meter) equals 1,550 square inches.
Are (100 square meters) equals 119.6 square yards.
Hectare (10,000 square meters) equals 2.471 acre.

MOVEMENT FOR RECIPROCITY IN THE UNITED STATES.

Manufacturers to Meet in Convention at Washington.

It was decided in New York last week by the committee of the National Association of Manufacturers of the United States, to hold the three days' Reciprocity Convention decided upon at the annual meeting in Detroit, on Nov.

19, 20 and 21, at Washington. A very widespread interest is being taken in the meeting, as the question of Reciprocity is now attracting considerable attention in the United States. The meeting will be a thoroughly organized convention of accredited delegates representing exclusively the manufacturing interests of the country.

The following call was adopted by the committee, and will be sent broadcast to the various associations of manufacturers throughout the country.

"In pursuance of a suggestion advanced by the National Association of Manufacturers at its annual convention in Detroit in June, 1901, and subsequent action by the executive committee of that association, arrangements have been made for the holding of a national reciprocity conference in Washington November 19. The sole purpose of this conference is to discuss the expediency and practicability of the broader applications of the principles of commercial reciprocity as a means of expanding foreign markets for American products, without sacrificing the interests of any of our industries. The object of this convention is to ascertain accurately the views of representative manufacturers on this subject, and to formulate, if possible, some practical suggestions for such legislation or diplomatic negotiation as may be necessary to establish more intimate commercial relations between the United States and other nations.

"Your organization is invited to participate in this reciprocity conference by the appointment of delegates who must be named in accordance with this foregoing statement of purposes and accompanying rules to govern such appointments.

"This matter is of such vital importance to the entire business interests of the country that it is hoped that you will give your earnest aid in making this movement a success, and to that end appoint as delegates men who are thoroughly interested in the matter and willing to attend the convention and participate in its deliberations."

It is estimated that not less than a thousand actual manufacturers will be in attendance at the convention.

"MADE IN CANADA."

A most gratifying feature of the late Toronto Industrial Fair was seen in the cards placed on the exhibits of several manufacturers, bearing the printed words: "Made in Canada." This is certainly a step in the right direction—one that we have desired to see taken for many years. Our readers know that we have repeatedly deplored in these columns the practice of Canadian merchants through their travelling salesmen representing the first quality of Canadian manufactured goods as being made in England, France or Germany; and sometimes the United States—conveying the impression and fostering the misleading prejudice that foreign manufactures are superior to Canadian. Our manufacturers have long resented this prejudice, and proved that they are able to compete with foreign makers, both as to quality and prices. Therefore, it behooves both wholesalers and retailers to encourage the sale of Canadian products under their proper name, and if they are not patriotic enough to follow this course, the Dominion Government should introduce and pass a "Merchandise Stamps Act," similar to acts in force in European countries.—*The Merchant and General Storekeeper.*

The Canadian Manufacturers Association.

General Organization—This Page is Published for the Convenience of Members in Making use of the Association.

OFFICERS OF THE ASSOCIATION, 1900-1.

PRESIDENT:
P. W. ELLIS, - P. W. Ellis & Co., - Toronto.

FIRST VICE-PRESIDENT:
C. C. BALLANTYNE, The Sherwin-Williams Co., Montreal.

ONTARIO VICE-PRESIDENT:
CYRUS A. BIRGE, Canada Screw Co., Hamilton.

QUEBEC VICE-PRESIDENT:
E. TOUGAS - P. D. Dods & Co. - Montreal.

NOVA SCOTIA VICE-PRESIDENT:
D. W. ROBB - Robb Engine Co., - Amherst.

NEW BRUNSWICK VICE-PRESIDENT:
C. J. OSMAN, - Albert Mfg. Co., - Hillsboro.

MANITOBA VICE-PRESIDENT:
F. W. THOMPSON, Ogilvie Milling Co., Winnipeg.

BRITISH COLUMBIA VICE-PRESIDENT:
F. C. WOLFENDEN, Okanagan Flour Mills Co., Armstrong, B.C.

TREASURER:
GEO. BOOTH - Booth Copper Co. - Toronto.

SECRETARY:
T. A. RUSSELL, B. A. - Toronto.

LOCAL BRANCHES.

Local branches have been established in Montreal, Toronto and Halifax to deal with local matters affecting their respective cities or Provinces. The following are the chairmen of these branches:

CHAIRMAN MONTREAL BRANCH:
FRANK PAUL, Belding, Paul & Co., Montreal.

CHAIRMAN TORONTO BRANCH:
W. K. GEORGE, Standard Silver Co., Limited, Toronto.

CHAIRMAN HALIFAX BRANCH:
A. C. STEVENS, Nova Scotia Furnishing Co., Halifax.

EXECUTIVE COMMITTEE:

Chairman—P. W. Ellis, of P. W. Ellis & Co., Toronto, President of the Association.

The Executive Committee acts as an advisory board to the general officers of the Association, receives and confirms or rejects reports from all subsidiary committees, and deals with matters of general policy affecting the Association. Any member is cordially invited to attend its meetings, which are held monthly on the second Tuesday of each month at 2 p.m. in the Council Chamber of the Board of Trade, Toronto.

TARIFF COMMITTEE.

Chairman—Geo. H. Hees, of Geo. H. Hees, Son & Co., Toronto.

The duty of the Tariff Committee is to hear, consider and act upon all applications from manufacturers, who may desire the co-operation and assistance of the Association where concerted action may be deemed necessary in behalf of any particular industry, or of the manufacturing interests of the whole country. It is alive to any changes in the Canadian tariff and watches the interests of Canadian manufacturers and exporters.

RAILWAY AND TRANSPORTATION COMMITTEE.

Chairman—Archibald Campbell, Toronto.

The object of this committee is to deal with all questions relating to railways and transportation. It endeavors to secure equitable freight rates on Canadian railways, and may be appealed to by any member of the Association who wishes to have a grievance redressed. It deals with all such questions as the fast Atlantic service, the Pacific cable, the improvement of the canal system, and endeavors to have protection extended to lake, river and coast navigation.

PARLIAMENTARY COMMITTEE.

Chairman—C. H. Riches, Toronto.

It is the duty of this committee to watch the interests of the manufacturers in so far as they are affected by any proposed legislation, and to take steps to protect same, and also to endeavor to secure the passing of such legislation as they may consider will be to the best interests of the manufacturers and the country as a whole.

COMMITTEE ON COMMERCIAL INTELLIGENCE.

Chairman—S. M. Wickett of Bickell & Wickett, Toronto.

This committee has power to deal with such questions as the metrical system, moneys, weights and measures, industrial schools and schools of applied art, a national museum of manufactures and fine arts, expositions held in Great Britain and foreign countries, and the securing of all information that will be beneficial to Canadian manufacturers.

RECEPTION COMMITTEE.

Chairman—Thos. Roden, of Roden Bros., Toronto.

The business of this committee is to look after the reception and entertainment of distinguished visitors. It also arranges for special lectures and banquets from time to time as it may deem fit in the interests of the Association.

INDUSTRY AND MEMBERSHIP COMMITTEE.

Chairman—Jas. P. Murray, of the Toronto Carpet Manufacturing Co., Toronto.

This committee has power to devise means for securing new members, and accepting the applications when submitted. It also deals with ways and means of extending the work of the Association in various directions.

FINANCE COMMITTEE.

Chairman—P. W. Ellis.

The object of this committee is to pass all accounts of expenditure by the Association, and to deal generally with finance matters relating to the Association.

COMMITTEE ON TECHNICAL EDUCATION

Chairman—R. Y. Ellis.

This is a special committee to deal with ways and means of promoting the better technical education in Canada.

COMMITTEE ON "INDUSTRIAL CANADA."

Chairman—W. K. McNaught.

This committee has charge of the conduct of INDUSTRIAL CANADA, and decides all matters affecting its general policy.

TRADE SECTIONS.

Special sections of the Association have been organized for the further looking after of the particular interests of each section. The following are the different sections organized, together with their respective chairmen:

Woollen Section—J. B. Henderson, of the Penman Manufacturing Co., Paris, chairman.

The Agricultural Implement Manufacturers' Section—Jas. Maxwell, of David Maxwell & Sons, St. Mary's, chairman.

Piano Manufacturers' Section—O. Newcombe, of the Newcombe Piano Co., chairman.

REPRESENTATIVES TO THE TORONTO INDUSTRIAL EXHIBITION BOARD.

The following have been appointed representatives on the Toronto Industrial Exhibition Board:

W. K. McNaught, of the American Watch Case Co., Toronto.

Geo. Booth, of the Booth Copper Co., Toronto.

J. O. Thorn, of the Metallic Roofing Co., Toronto.

Fred. Nicholls, of the Canadian General Electric Co., Toronto.

R. E. Menzie, of the Menzie Manufacturing Co., Toronto.

J. N. Shenstone, of the Canada Cycle and Motor Co., Toronto.

Jas. Tudhope, of the Tudhope Carriage Co., Orillia, Ont.

T. L. Moffat, jr., of the Moffat Stove Co., Weston, Ont.

Jno. Tilden, of the Gurney-Tilden Co., Hamilton.

O. Newcombe, of the Newcombe Piano Co., Toronto.

R. B. Andrew, of the Bell Organ and Piano Co., Guelph.

F. B. Fetherstonhaugh, of Fetherstonhaugh & Co., Toronto.

BRANCHES OF WORK.

COMMERCIAL INTELLIGENCE BUREAU.

This department is devoted to the furnishing of commercial information to members, such as lists of importers, etc., in foreign countries, information re Customs tariffs, statistics relating to Canadian trade, etc.

FINANCIAL REPORTS.

The Association has made arrangements to supply its members with reliable reports on the financial standing of foreign firms at absolute cost price.

ASSOCIATION ROOMS.

The offices of the Association at Toronto are at the disposal of any member when in that city. The daily newspapers from all the principal cities of Canada are there kept on file, together with the leading trade journals of Canada, the United States and Great Britain.

EXPORT TRADE.

The Association endeavors in every way possible to assist members in developing foreign trade. It has its own representatives in countries to which Canada exports, who keep it supplied with useful information. Catalogues of members are distributed among foreign buyers, and The Canadian Trade Index has been circulated extensively throughout the world. Inquiries for Canadian trade are handed over to the manufacturers likely to be interested, and foreign buyers visiting this country are rendered every assistance in getting in touch with members.

PUBLICATIONS ISSUED.

Canadian Trade Index, or Membership Directory of the Association, distributed free to buyers in Canada and foreign countries.

INDUSTRIAL CANADA, the official paper of the Association, published monthly, and devoted to furnishing members with a regular account of the work being carried on by the Association and other interesting information.

South African Affairs.

Communication from the Association's Representative in Cape Town.

The secretary has received a report from Mr. Thomas Moffatt, the official representative of the Association in Cape Town. In the course of his communication Mr. Moffatt says:

"There has been a prolonged controversy going on here for the past twelve months between the Government, Harbor Board, and importing merchants, as to the advisability of the Harbour Board taking over the entire handling and delivery of cargo at the docks, thereby dispensing with the services of the various landing and delivery agents, who have heretofore attended to this traffic, and after due deliberation, the Government has to-day banded out its final decision that all agents are to be dispensed with, and the cargo delivered by the Harbour Board after January 1st, 1902.

"I have to-day, in consequence of the change which is about to be made, had a conference with the President of the Chamber of Commerce, who is the Mercantile Representative on the Harbour Board, as also with the chairman of the Board, and I have learnt that a large quantity of new plant will be required before the board can properly handle the landing and delivery of cargo. This plant will consist in Traction Engines and Trailers, or heavy wagons with broad tires, and although no specification has been issued as yet in regard to the board's requirements, I have deemed it advisable to acquaint the Association of the above facts, in order that manufacturers of the above lines may be able to get their information here as early as possible, to be placed before the proper parties. This information should be accompanied by illustrations and prices, delivered F.O.B. steamer at New York, failing direct sailing from a Canadian port.

"As you will have noticed in the cables, we have succeeded in capturing Commandant Lotter and his entire commando, in the North Eastern portion of this Colony, which indeed is very welcome news to the loyalists throughout the country, and yet the event has no great significance in regard to coming to a definite conclusion as to the time that the country will be opened to business. There are numerous other small commandoes in different sections of this Colony, which are constantly being reinforced by small numbers of rebel Colonists, who, after committing depredations with the commando for a few days, or it may be weeks, leave them again and return to their farms, apparently peaceful and law-abiding subjects of His Majesty. It is this class of work which makes the final wind-up of the war the difficult task that it is, as the British are constantly covering ground in search of the enemy, who nowhere can be found, and who apparently vanishes out of sight at a moment's notice, under the protecting care of our own Dutch Colonists.

"We had the pleasure of welcoming Lord Milner amongst us again a few days ago, and the various refugee committees endeavoured to draw out of him a conclusive remark as to when they might expect to return to their homes in Johannesburg, but without success. He could only tell them that the subject was

one which would receive his first consideration, and that their interests were very keenly felt by himself. There is therefore no change in business prospects to report at this moment, and until we get definite information as to the effect of Lord Kitchener's latest proclamation, we have very little to go by. Cape Town and Durban are both filled with representatives of foreign firms, all eager to start in, and quite a number of these representatives have made the trip between home and here half a dozen times at least, since the outbreak of the war, thinking that some day there would be a general order that all might return to Johannesburg in one train, and their idea being to be on the ground when the order to return was given out; such order has not yet come, however, and it is well within the range of possibilities that it may not come for several months yet. In the meantime, the coast ports have more representatives in them than there are merchants, and consequently business is very much overdone.

"Notwithstanding the many difficulties which have confronted us in the past, among which is the present unavoidable delays in getting delivery of cargo from the docks, on account of the large quantity of army stores being landed, which are given first consideration, several Canadian manufacturers are doing a large and rapidly increasing trade with this country, and we hope with your assistance to be able to lay plans for the future that will serve to place the Dominion of Canada in fourth place as regards exports to South Africa, within the next few years.

"I think I have placed the situation as it stands at present fairly before you, and I will endeavor to keep you posted as changes take place."

MONTREAL COTTON COMPANY—GAULT MILLS.

Last year the Montreal Cotton Company purchased the Buntin Paper Mill property, which is located on the opposite side of the tail-race from the old mills of the Montreal Cotton Company. The buildings of the paper mill were demolished and a portion of the foundations put in for a new cotton mill, which will be completed this year.

The new mill has been named the "Gault Mills," after the president of the company, Mr. A. F. Gault.

The present development is for 36,432 spindles, of which 18,000 are mule and the remainder ring spindles, and for about 900 looms. The buildings consist of a spinning mill 318 ft. long x 116 ft. 4 in. wide and three stories high; a weaving mill 318 ft. long x 102 ft. wide and three stories high, and a dye house 68 ft. long x 102 ft. wide, one story.

The machinery is so arranged that the cotton comes in at one end, and the stock keeps moving forward until it is woven, and the cloth is then taken across to the old mill for finishing.

The mills are driven by water power, being situated on the St. Lawrence River. The old canal which served the paper mill has been widened and deepened to an extent sufficient to supply water for 2,000 h.p. of wheels under

11 ft. head. The present addition will require about 1000 h.p., and it is expected that the present mills will be extended to double their capacity, thus requiring about 2,000 h.p.

There are no large engines for power connected with either the old or new mills, but a large amount of steam is required for heating, dyeing and finishing. In order to avoid teaming all the coal, and to get a larger boiler capacity, a new coal pocket and boiler house are being built next to the Gault mills, where the steam for the entire mill will be generated.

Nearly all of the textile machinery has been purchased in England. The general contractors for buildings are Messrs. Wighton, Morison & Co., Montreal. All of the smaller contracts for machinery and materials have been placed. Mr. Fred. Lacey, manager, has had general charge of the planning and construction of the new work. Messrs. Stevenson, Blackader & Co., are the selling agents at Montreal and Toronto.

NEW CATALOGUES RECEIVED.

The 1901 catalogue of Messrs. B. Bell & Son presents a handsome appearance, the cover being particularly well designed. The book is profusely illustrated and contains full information of the different kinds of agricultural implements made, together with very strong arguments in their favor.

We have received an artistically arranged catalogue from J. Arthur Paquet, Quebec, Que. This firm imports and exports raw skins and manufactured furs, gloves, mitts, moccasins, snow shoes and cloth caps, and imports felt and straw hats. The popular styles of these different goods are shown by means of very fine illustrations.

We have to thank the Spramotor Co., London, Ont., for a number of copies of their catalogue, which contains a large amount of detailed information as to the diseases peculiar to fruit trees, and points out the saving that can be effected by using their spraying apparatus. A full description of the different styles of apparatus is provided, with prices.

The Jenckes Machine Co., Sherbrooke, P.Q., are large manufacturers of mining machinery, steam and water power plants, stamp mills, hoisting and winding engines and machinery, saw mills, general machinery, etc. Their several illustrated catalogues, copies of which have been received, should prove of great service to any prospective buyer.

The 1901-1902 catalogue of J. B. Laliberté, Montreal, affords a very complete guide for intending purchasers in furs. Illustrations are given of the latest productions of the firm's designers, and the styles are guaranteed as the correct ones for the coming season. A large business is carried on through their mail department.

The new catalogue of the Mica Boiler Co. is a useful book for intending purchasers of such articles as mica, moulded sectional pipe coverings, mica cement, electrical and stove mica, and mica for packings, grease, oil, etc. This firm carries on an extensive business, having establishments at Montreal, Toronto and London.

A neat little handbook has been issued by F. Sandford, Fenelon Falls, Ont., manufacturer of screen doors, window screens, rocker churns, washing machines, sash doors, etc. Numerous illustrations of the various articles made are supplied, and their several points of excellence are well explained.

In the new catalogue of the Prescott Emery Wheel Co., Prescott, Ont., it is announced that all wheels manufactured by them are now composed of Canada Corundum. This Corundum is 98% pure, against 43% of any other Corundum on the market. Manufacturers are invited to write for a sample wheel.

FOREIGN TRADE NEWS.

TRADE ENQUIRIES.

NOTE.—For further information regarding any inquiry mentioned on this page, apply to the Secretary, at Toronto.

Canned Goods.—A firm of importers and dealers in canned goods in Glasgow have sent us price lists, and ask to be placed in communication with Canadian houses of canners with a view to representing them in the United Kingdom.

Cellulose.—A firm in the North of England desires to know whether cellulose is made in Canada, and would be pleased to hear from producers of same.

Commission Agents.—Enquiry from a London firm of commission agents and consignees who are open to introduce and handle consignments of general goods in the United Kingdom. References are furnished.

An agent at Genoa is open to take up the representation of Canadian products suitable for the Italian markets, such as lumber, etc.

A broker and agent at Durban, Natal, desires to be placed in communication with some good Canadian houses manufacturing goods suitable for the South African market.

A London firm of engineers, machinists and general contractors desires to obtain the sole agency in Great Britain for any Canadian engineering or manufacturing firm of repute, wishing to establish connections with the principal engineers, shipbuilders, or railway companies

An agent calling upon wholesale iron-mongers, builders' merchants and the iron trade generally, is willing to represent any good Canadian house requiring such services as he can offer.

A gentleman in Glasgow conversant with the timber trade desires to represent on commission several well-established firms shipping Canadian yellow pine.

A German commission firm shortly commencing in Berlin asks to be placed in communication with Canadian houses requiring such representation as they can offer.

We are informed by a firm in New York that they have opened up an export agency business and are desirous of taking up the representation in New York of a full line of Canadian manufactures, and later also of opening an office in London on a salary and commission basis.

Graphite.—An important manufacturing company invites samples and quotations of good quality prepared Canadian flake graphite.

Hardware.—A firm in Bangkok, Siam, is desirous of communicating with Canadian manufacturers of hardware engineering lines, with a view to representing them in Siam. They believe that considerable business could be done in that country.

Hay.—A London wholesale dealer asks for Canadian shippers of hay.

An enquiry comes from Havre for the names of Canadian exporters of baled hay.

A Rotterdam agent asks to be referred to Canadian exporters of baled hay, and to other firms desiring a representative in Holland.

Veneer.—A Liverpool correspondent wishes to be placed in touch with Canadian manufacturers of built-up veneer.

Wallpaper.—An enquiry has been received from a firm of commission merchants in Australia, who are in a position to sell large quantities of high standard wallpaper, and are desirous of being placed in communication with Canadian manufacturers of the same.

ENQUIRY FOR GENERAL MACHINERY, MACHINE TOOLS, ETC.

On receiving a copy of the Canadian Trade Index, a firm of engineers and exporters of machinery, pipes, etc., in London, Eng., ask to have sent to them catalogues, price lists, and other information relating to the following articles: General machinery, pumping machinery and pumps, engineers' machine tools. Prices to be c.i.f. London or Liverpool. The secretary will be pleased to furnish the address of this firm to any member wishing to correspond with them.

ENQUIRY FROM BRITISH METAL MERCHANTS.

A letter has been received from a firm of metal merchants in Glasgow, stating that they have received a copy of the Canadian Trade Index, and are desirous of representing Canadian manufacturers in the British market. The following are special lines in which they are interested: Babbitt metal and solder, ingot tin, bright compressed steel bars, wire of all kinds, wrought iron pipes, carbide of silicon, carborundum, corundum and emery wheels and mica. The address may be had on application to the secretary.

SHEFFIELD MANUFACTURERS WANT CANADIAN STEEL.

A large firm of steel file, saw and tool manufacturers and general merchants in Sheffield, England, having received a copy of the Canadian Trade Index, write, asking to be placed in communication with firms who manufacture bright, mild, steel rounds, hexagons, square

plates, etc. In the event of their getting a low figure they would probably order 500 tons. They would also be glad to hear from firms manufacturing steel billets.

ARTICLES OF WOOD WANTED FOR THE BRITISH MARKET.

We are informed by a firm of Liverpool merchants that one of the members of their firm intends sailing for Canada via New York on October 23rd. He will proceed immediately to Quebec, and later on to Ontario, with the object of calling upon firms with whom they have already been in correspondence and also to open up business relations with others.

The following is a list of articles which he intends to go into thoroughly to see if they can be worked with advantage in Great Britain:—Wood pulp, box shooks, particularly in spruce, also in pine and oak; maple blocks for mangle rollers and print blocks, maple spool squares, birch spool squares, birch planks, birch chair seats, not glued up; birch chair seats stock, spruce bars for cases, ash pole stock for reaping machines, three-ply wood for boxes, cabinets, etc., doors third grade, and broom handles.

The same firm is prepared to sell in Canada the following articles:—"Trustine" or artificial gelatine used for finishing woollen, cotton and silk goods and thread; French chalk used by paper makers, tanners' materials such as dividivi, gambier, etc., articles for dyeing and chemicals.

Any members wishing to communicate with this gentleman should send word to the secretary immediately.

AUSTRALIAN AGENTS.

That Canada is coming into greater notice in Australia as the producer of manufactured articles is proved by the increasing number of inquiries now being received from that country by Canadian firms. The following is only one of many such inquiries that have come to this office:

Our correspondents, a firm of commission agents in Melbourne, state that they have been trading with the United States for 20 years, but if Canadian manufacturers could offer corresponding inducements they would prefer trading with their own people, and would be glad to undertake representation in the Australian Commonwealth for a limited number of reliable and enterprising manufacturing houses.

They enclose the following list of articles as those in which they are interested:—

Oak Staves, especially for claret hogsheads, Kerosene 150 degrees test in two-fourth gallon tins, cased.

Turpentine.

Printing Paper, especially for newspapers to make contracts for sole supply.

Carpets and rugs.

Electro-plated Ware, equal to Reed & Barton's, and Simpson, Hall, Miller & Co's.

Typewriters, good cheap make, equal to Blickensderf's.

Desks and Good Furniture, equal to Cutler's or near it.

Telephones, newest and best, as the various States are likely to be newly installed.

This firm was attracted to Canada by receiving a copy of the Canadian Trade Index.

PAVING BLOCKS FOR SOUTH AFRICA.

Mr. J. W. Taylor, representing the Association in Johannesburg, has forwarded particulars of tenders which are being invited by the Johannesburg municipality for the supply and delivery of wood blocks for street pavements. The approximate quantity required of any one sample, if approved, would be 576 square yards or 27,648 blocks. The following conditions apply:

1. A sample block of the natural wood, without coating or pickling, to be submitted with the tender.

2. The size of the block to be 9 in., the fibre of the wood to be vertical 5 in.

3. Full particulars of the wood, including (a) name of tree and age; (b) where grown; (c) approximate date when fallen; (d) average girth of tree.

4. Whether tenderer is willing to guarantee the wood for street pavement purposes, and if so, for how many years and upon what terms.

5. The foundation for the blocks will be of cement concrete, 6 in. thick, and will be supplied and laid by the municipality.

6. The tenderer to state whether he recommends any particular kind of treatment, such as creosoting, etc., for the preservation of the wood, and if so, the extra cost of such treatment.

7. The price per square yard of 48 blocks to, including delivery at the municipality compound.

Tenders are to be submitted to Lionel Curtis, Acting Town Clerk, Johannesburg, South Africa, not later than the 30th of November.

CANADIAN ARTICLES WANTED FOR THE ORIENT.

Mr. James Whitby, representing a London house which sells large quantities of goods to the East, is at present in Canada on a business trip preparatory to starting for India Straits and China. The Secretary of the Association has received a letter from him stating that he will be in Toronto in a fortnight's time and in the meantime inquiring for certain articles which he will need for the Indian trade. Among these is a cheap cigarette for which there is in India a very large sale. Quotations are desired, per thousand, done up in packages of ten, fifty packages in cardboard box and one hundred cardboard boxes in a lined case. He also requires electric two and four bladed fans (ceiling), and wall and desk fans for the same market. For Calcutta he wants a certain class of cheap shoe, made of black leather for native trade. A turnover of \$50,000 can be done annually. He would like further to see if anything can be done among the canneries.

Any member wishing to meet or communicate with Mr. Whitby can do so through the Association.

WANTS PAVING BLOCKS, ETC.

We are advised by a firm of commission agents in London, Eng., that they are prepared to take up the sole agency in the United Kingdom and the continent for Canadian manufacturers of the following goods:

Fir, hemlock or pine railway sleepers cut to the size of 8 ft. 11 in. x 10 in. x 5 in.

Granite paving sets in sizes of approximately 9 x 6 x 3 inches.

Hard paving blocks, red gum or other similar wood about the same size as the granite.

Wood pulp in cargoes.

Nickel ore, zinc ore.

They state that in almost every instance they could arrange to make sales of large quantities of stuff, and would be glad to have proposals from any firm who are willing to open connections. Any member wishing to correspond with this firm on the subject can obtain the address from the secretary.

CAN SELL HARNESS, CARRIAGES, ETC.,

Enquiry has been received from a commission house in Belfast, Ireland, asking for information with sample sets of double and single carriage harness. The same firm would handle carriages, two wheels or four wheels, for private use. A sample of each is asked for, delivered in Liverpool or Belfast. If samples were satisfactory as to quality and price they would act as agents if desired. They were led to make this enquiry on receiving a copy of the Index.

NEWSBOARDS WANTED.

A firm of soap, chemical and glycerine manufacturers in England, who have received a copy of the Canadian Trade Index, would like to hear from Canadian manufacturers of white lined (one side) and grey newsboards. The goods would be purchased for net cash, C.I.F. Liverpool, prices to be quoted for 100 ton lots. Samples have been received showing style and quality desired. The Secretary will be pleased to furnish the address to any member wishing to communicate with this firm.

CHINESE AGENTS.

An enquiry has been received from a firm in Shanghai, China, who carry on an export and import business, asking to be placed in communication with members of this Association, with a view to representing them in China. They state that they have in their office special clerks and assistants to secure large and numerous orders if the prices are reasonable and on the same level as those of other competitors. Any members desiring to communicate with this firm may obtain the address from the secretary.

LACK OF PROMPTITUDE IN SHIPPING.

A correspondent in London, England, writes that he has reasons for complaint against our Canadian manufacturers for lack of promptness in filling orders. This fault has in several cases led to the cancelling of orders by important buyers, with the result that business for Canadian manufacturers receives a set-back. Our correspondent, however, is very enthusi-

astic as to the prospects for Canadian business in the British market, mentioning canned goods, wood slats, wooden seats, and mouldings, as particular articles of which he could dispose of large quantities.

THE WEST INDIAN TRADE.

In a letter to the Secretary of the Association, Pickford & Black of Halifax report that quite an interest is being taken by Canadian manufacturers in the Bureau of Information recently established on each of their four boats running from Halifax to Demerara and calling at the islands of Bermuda, St. Kitts, Nevis, Antigua, Dominica, Montserrat, St. Lucia, Barbados, St. Vincent, Grenada, Tobago, and Trinidad. Invitations were sent by them to all the manufacturers in Canada requesting supplies of booklets and other printed matter for distribution in the Pickford & Black boats, and, so far, between sixty and seventy of the number have responded. It is hoped that, through the medium of this Bureau, a more general interest in Canadian products will be developed among the people of the British West Indies, and we are glad to know that Pickford & Black's efforts are meeting with general approval and support. The British West Indies is a market in which Canada has made very little progress during the past decade and, so far as we can learn, it is largely our own fault. There are many lines of manufactured goods which Canada should be able to sell in almost every one of the islands at a profit and it seems rather a reproach to the progressive spirit of our manufacturers that we have stood still so long. Pickford & Black say that their new boats are the finest freight and passenger steamers in the West India service and that they are prepared to deliver goods in competition with all other steamship lines. They are especially anxious to have manufacturers and representatives of manufacturing houses visit the islands and will be disposed to give a special discount on passenger rates to any established firm who may think of having a representative inspect the field.

ANOTHER AUSTRALIAN VISITOR.

The Association has had the pleasure recently of a visit to its head office by Mr. Alex. L. Lion of the firm of Lion & Mosley, London, England, and Sydney, Australia. Mr. Lion is the head of the Australian house and visited Canada for the purpose of securing the representation of Canadian manufacturers in Australia.

The lines in which he is particularly interested are boots and shoes and dry goods, including cotton goods and woollens.

The firm which he represents is one of the largest commission houses in Australia, having travellers for all the principal cities. The business done is entirely with jobbers.

Mr. Lion has been handicapped in accomplishing his object by the uncertainty surrounding the new tariff of the Australian Commonwealth. For that reason he has decided to return to Australia, coming back to Canada again in the course of six months.

If any of our members wish to communicate with him then, we shall be pleased to assist them in any way possible.

SHORT AND TO THE POINT.

Favorable Comment on the Canadian Trade Index.

Almost every mail now contains its budget of letters, principally from firms in Great Britain, acknowledging receipt of the Canadian Trade Index. These letters are as a rule short, but in almost all cases express appreciation of the book as one which will prove of great service in developing Canadian trade. To show the general tenor of these letters we print below a few typical ones which speak for themselves:

Glasgow, 11th October, 1901.

"Messrs. The Canadian Manufacturers' Association.

"Dear Sirs,—We beg to acknowledge receipt of the complimentary copy of the Canadian Trade Index, which we believe will be very useful to us. We may take advantage of your kind offer to furnish us with any supplementary information we may require.

"Please accept our best thanks,

"We are, yours truly,

"BROWNLEE & CO., LIMITED."

London, E.C., October 11th, 1901.

"The Canadian Manufacturers' Association.

"Gentlemen,—We are obliged for the copy so kindly sent of 'The Canadian Trade Index.' We wish the colony, its people and manufacturers the success so richly deserved.

"I am, Sirs,

"Yours faithfully,

"JAS. KEMP."

Manchester, Oct. 11, 1901.

"Messrs. The Canadian Manufacturers' Association.

"Dear Sirs,—I have received to-day the copy of the Canadian Trade Index, or Canadian Manufacturers' Directory, for which I beg to thank you.

"I have no doubt whatever but that the directory will be of much use to me, and that it will enable me to do a business with the Canadian manufacturers,

"Again thanking you,

"I am, yours very truly,

"LOUIS STOTT."

Newcastle on Tyne, Oct. 10, 1901.

"Messrs. The Canadian Manufacturers' Association.

"Dear Sirs,—We are in receipt of your copy of the Canadian Trade Index with circular enclosed, for which we are much obliged. We shall be glad to avail ourselves in every possible way of the information contained.

"Yours truly,

"J. A. FRANCE & SON."

Liverpool, 4th Oct., 1901.

"Messrs. Canadian Manufacturers' Association, Toronto.

"Gentlemen,—We are in receipt of your circular letter dated 17th August, and have this day received copy of The Canadian Trade Index, and as we are considerably interested in Canadian interests, we will find the information very useful.

"Yours truly,

"THOS. MEADOWS & CO."

Liverpool, 4th October, 1901.

"Messrs. The Canadian Manufacturers' Association.

"Dear Sirs,—We have to acknowledge with many thanks your esteemed favor of the 17th ult, with a complimentary copy of The Canadian Trade Index, which we have no doubt will be very useful to us, as we do an important trade with Canada, and are anxious to develop it. We should be very glad, therefore, if you will kindly hand the information in the enclosed little booklets to any of your correspondents who wish to find markets for their ores, or to any who desire to buy them, and put them into communication with us.

"Perhaps it might suit you when next printing an issue of your Trade Index, to insert our name in some position as purchasers of all classes of oars.

"Thanking you in anticipation.

"We are, dear sir,

"Yours faithfully,

"GEO. G. BLACKWELL, SONS & CO., LIMITED."

—

GLASGOW, 11th October, 1901.

"Messrs. The Canadian Manufacturers' Association.

"Dear Sirs,—Accept our very best thanks for the copy of The Canadian Trade Index, which you so kindly sent us.

"We hope it may prove of some service to us.

"Yours truly,

"HAMILTON & MANSON."

—

Glasgow, 11th October, 1901.

"Messrs. The Canadian Manufacturers' Association.

"Dear Sirs,—We have your circular of the 17th ult., sending us therewith Canadian Trade Index, which we thank you for, and think it will be useful.

"Yours faithfully,

"A. HOUSTON, LIMITED."

—

Manchester Royal Exchange, 11th Oct., 1901.

"Dear Sirs,—I am in receipt of your favor dated August 17th, which has arrived this day, with The 'Canadian Trade Index,' to which you refer.

"I thank you for the Index, which will be placed among the other Trade Directories in this Exchange.

"Yours faithfully,

"J. G. C. PARSONS."

—

Glasgow, 12th Oct., 1901

"Messrs. The Canadian Manufacturers' Association.

"Dear Sirs,—We thank you for yours of 17th inst, enclosing complimentary copy of The Canadian Manufacturers' Directory. We will keep same beside us, and have no doubt it will prove useful to us. Should we at any time wish for supplementary information, we shall be glad to communicate with you.

"Yours faithfully,

"CALDER, HENDERSON & LIVINGSTON."

BOOKS AND EXCHANGES RECEIVED.

The following new books and exchanges have been received at the head office of the Association during the past month:

NEW BOOKS.

Souvenir of Busy Berlin.

The Customs Tariff of New Zealand.

McKim's Newspaper Directory.

Architects, Engineers, etc., Reference Book of Pittsburg, Allegheny and Vicinity.

The Australian Handbook, 1901.

United States Consular Regulations.

Railway and Steam Navigation Guide for Great Britain.

The Manufacture of Coke, by Edward W. Parker.

Rhodesia. An illustrated pamphlet descriptive of the country.

Handbook to the Canadian Tariff.

The Canadian Almanac.

Statistical Yearbook of Canada, 1900.

Lovell's Montreal Classified Business Directory.

Shoe and Leather Reporter Annual, 1901.

Metal Trades Directory for New England and New York State.

NEW EXCHANGES.

Ontario Gazette.

Nova Scotia Gazette.

British Columbia Gazette.

The Merchant and General Storekeeper.

Industries, published Durban, Natal, South Africa.

Our Western Empire, published London, Eng.

The Australasian Grocer, published at Sydney and Melbourne.

The Australasian Draper, published at Sydney and Melbourne.

The Labour Gazette, published at London, Eng.

ABOUT OUR MEMBERS.

We are informed by the Waterous Engine Works, Brantford, that they are enjoying a very prosperous year. This is indicated by the following list of sales for certain kinds of machines since January. Steam road rollers to the following municipalities: The corporations of Vancouver, Ottawa, Sherbrooke, Brantford, Picton, Carleton Place and to Quinlan, Phippen & Robertson. Steam fire engines to the following corporations: Vancouver, Ottawa, Dawson City, Magog, P.Q., Santiago, Chili. Rock crushers as follows: A. J. Hill, Shawinigan Falls; Geo. Sprung, Vancouver; Alex. Mitchell, Vancouver; J. E. Bennett, Blyth, Ont.; Corporation of Picton; Corporation of Thessalon; Ottawa and Hull Power Co.; Corporation of Liverpool, N.S.; Bogue & McDermid, Peterboro'; W. J. Hill, Sault Ste. Marie and the Canadian General Electric Co.

We have pleasure in noting the evidences of practical progress being made by the Durham Rubber Co., Limited, Bowmanville, Ont. This enterprising concern is steadily working its way to the front. Already the expansion of their trade has compelled them to add large extensions to their original factory, which are now well under way, and when completed will more than double their capacity. The new Battery

of Boilers and the machinery which they are installing, are of the most modern and up-to-date types, and no expense is being spared in bringing their plant to a state of highest efficiency. They report business far in excess of last year, and are anticipating a large trade in the coming season, for which they have already closed some large contracts.

Mr. Frederic Nicholls, general manager of the Canadian General Electric Company of Toronto, was in Winnipeg recently arranging for the opening of a new office there. Quarters were taken in the Y.M.C.A. block, and it is intended placing it in charge of C. E. Mackenzie, western representative of the company.

THE LARGEST DREDGE IN AMERICA.

The new Government dredge, the "J. Israel Tarte," which now lies complete at the Polson Iron Works, Toronto, is a worthy product of Canadian manufacture. As specified in the contract with the Government, the material and construction of the dredge, including machinery and all its appliances, are exclusively Canadian. This was somewhat of an experiment, but the result has proved entirely satisfactory, the dredge being one of the most modern of its kind that has ever been built in the world.

As it is to be used in the deepening of the channel in the St. Lawrence River, a work carried on by the Government and of vital importance to Canada, the following data, descriptive of the general construction of the dredge, will likely prove of some interest to our readers.

Its hull is of steel, the dimensions being 160 feet long, 42 feet beam, and 12 feet 6 inches deep. The suction pipe through which the earth is discharged is 80 feet long and 36 inches square, stiffened throughout its whole length by a solid plate girder underneath and at the sides. At its upper end there is a radial joint which permits of its vertical movement, and supports the cutter shaft and head. The central well for receiving the suction pipe is 88 feet deep.

To drive the suction pump a triple expansion engine is used, with cylinders 20, 31 and 50 inches in diameter x 25 inches stroke, capable of developing 1,500 I.H.P. The main dredging pump is of the Robinson improved centrifugal type, built in the most substantial manner for hard service, and designed to be the latest development of the best practice.

For the purpose of excavating the material, and feeding it into the mouth of the suction pipe, a steel cutter head is provided, 9 feet in diameter. This is driven by a train of steel gearing, receiving power from a pair of tandem compound engines, with cylinders 12 and 20 inches diameter, x 14 inch stroke.

The boilers are four in number of the locomotive type, each 74 inches in diameter by 31 feet long, having collectively 6,000 square feet of heating surface. They are built to pass a government inspection for a safe working pressure of 160 lbs. per square inch. There are two smoke stacks each 48 inches in diameter by 50 feet high. Condensor, air pump, circulating pump and feed and fire pumps are all provided, while 150 tons of coal can be stored in the coal bunkers.

As to piping and pontoons there are sixteen lengths 100 feet each, and six lengths 50 feet, making 1,900 feet. The piping consists of 36 inch boiler plate, 100 feet long, supported by two pontoons each 42-inch diameter by 96 feet long. These pipes are connected together with rubber sleeves and clamps, and pontoons are connected together by means of a device similar to that of coupling railroad cars.

The dredge is capable of working to a depth of 50 feet, and will discharge the material to any distance up to 2,000 feet. Its weight complete is 2,000 tons. It was built under designs and plans furnished by Mr. A. W. Robinson, M. E., a specialist in hydraulic dredging machinery, and lately consulting engineer with the Bucyrus Co. of South Milwaukee, one of the largest dredge building concerns in the world.

Openings for Canadian Trade.

Mexico as a Market for Canadian Goods.

—That there is a great opportunity for Canadian manufacturers in Mexico is the opinion of Mr. E. A. E. Holliwell, proprietor of a Mexican paper, who is at present visiting in Canada. On being interviewed by a newspaper reporter Mr. Holliwell said that the principal thing which is needed in Mexico to improve trade between Canada and that country is a Canadian agent or commissioner. As matters are now there is a good deal of trade between the two countries, but it is all passed as English trade by the British Consular agent. There is a great market in Mexico for several Canadian products, and with the new railway facilities which are gradually being pushed forward by the Mexican Central and Vera Cruz and Pacific Railways, certain ports will be made especially accessible to ships from the Pacific Coast. The things that Mexico mostly needs are lumber, fish and fresh and canned fruits. It is true Mexico has a great quantity of lumber of its own, but it is principally a lumber de luxe, and common every day useful lumber, such as pine, is very scarce. Another thing for which Mexicans are willing to pay good prices is mining and agricultural machinery. They seem to be ready to buy almost anything that is not coming to their country if it arrives there in good condition, and not very long ago a Canadian sent down a ship load of cheese which was snapped up like hot cakes. Up to this time the system of transportation has been too faulty, however, to allow of great consignments of perishable goods being sent across, but this will be shortly remedied by the increased railway facilities.

Openings for Canadian Trade in Russia.

Mr. Wm. Whyte, assistant to the president of the Canadian Pacific Railway, has recently been investigating the trade requirements of Russia, with a view, it is said, to ascertaining whether the trade open to Canadian commerce is sufficient to warrant the establishment of a steamship line between Vancouver and Vladivostok. After journeying from one end of Russia to the other Mr. Whyte reports that a splendid field awaits the enterprise of Canadian business men and manufacturers in the Russian Empire. Vladivostok is the coming port on the Pacific, Russian enterprise is developing it with strenuous efforts, and a line of Canadian steamers to that place would connect with the immense districts of Russian Asia, with their millions of people, the possibilities of which are enormous. Mr. Whyte makes a strong point of the heavy duties levied against all United States commodities excepting mining machinery and agricultural implements, thus leaving open an immense field for Canadian enterprise.

It is now, he remarks, a question whether our people would take advantage of this state of affairs and endeavor to produce articles required in Russia. Mr. Whyte has been invited to address the annual meeting of the Canadian Manufacturers' Association on the 5th and 6th of next month, when he will, no doubt, lay before the members the valuable information which he has gathered.

Canadians Neglecting Trade Opportunities in South Africa.—*The British and South African Export Gazette*

in its last issue offers some strong words of advice to Canadian manufacturers on the subject of exploiting the South African market. Up to the present Canadian goods have not figured as prominently as they should in South Africa, the reason for which the *Gazette* finds in the fact that the Canadian manufacturers have not taken the trouble to be represented there.

"If the Canadian manufacturer 'will only wake up'" says our contemporary, "and be alive to his opportunities, he must be represented in South Africa by an agent who will scour the country with samples for orders, precisely in the manner the Americans are doing, and leave no stone unturned to promote the interests of his principals. That is the only satisfactory basis upon which business can be done in South Africa. It may at first prove expensive, but if care be taken in the choice of a suitable man, the orders that will subsequently result and the lucrative connections that will be established will more than counterbalance the outlay. It cannot be too strongly impressed upon Canadians that to stay at home and busy themselves with circularizing South African firms, while the representatives of American houses are actually in close touch with the buyers on the spot, is quite futile, nor can it be expected that the big trade in lumber, flour, grain, wood mouldings, canned goods, furniture, and even machinery, which is at present being done with the United States, will be reduced in volume by such impotent methods. The contemplated appointment by the Canadian Government of what are practically Consular agents in the several Colonies to assist the development of commerce between the Dominion and South Africa, though good in its way, cannot equal in value the personal canvass of a capable traveller. Efficient representation is the keynote to South African trade, whether the firm be British or foreign, and how far the system has paid American manufacturers is seen by the great hold which they have obtained over the market of late years.

OCEAN SAILINGS.

The following is a list of dates of sailings for the next month, so far as announced to date :

MONTREAL SAILINGS.

To LIVERPOOL—	
Lake Champlain.....	Oct. 25th.
Australasian.....	" 26th.
Lake Superior.....	Nov. 1st.
Pretorian.....	" 2nd.
Tunisian.....	" 7th.
Lake Simcoe.....	" 8th.
Lake Manitoba.....	" 15th.
Corinthian.....	" 16th.
Lake Ontario.....	" 22nd.
To LONDON—	
Etolian.....	Oct. 25th.
Rosarian.....	" 29th.
Ontarian.....	Nov. 5th.
Monte Videan.....	" 12th.
Yoruba.....	" 15th.
Brazilian.....	" 19th.
To GLASGOW—	
Orcadian.....	Oct. 30th.
Amarynthia.....	" 31st.
Sardinian.....	Nov. 7th.
Kastalia.....	" 7th.
Tritonia.....	" 14th.
Lakonia.....	" 20th.
To LEITH—	
Leander.....	Nov. 5th.
To ABERDEEN—	
Leander.....	Nov. 5th.
To NEWCASTLE—	
Jacona.....	Oct. 29th.
To BELFAST—	
Bray Head.....	Nov. 15th.
To DUBLIN—	
Bengore Head.....	" 13th.
To ANTWERP—	
Belgian.....	" 4th.
Mexican.....	" 11th.

HALIFAX SAILINGS.

To BERMUDA, ST. KITTS, ANTIGUA, MONTSER- RAT, DOMINICA, ST. LUCIA, GRENADA, ST. VINCENT, TOBAGO, BARBADOS, TRINIDAD AND DEMERARA.	
Benedick.....	Nov. 4th.
To BERMUDA, TURK'S ISLAND AND JAMAICA.	
Beta.....	Nov. 15th.
To BERMUDA, ST. LUCIA, BARBADOS, TRINIDAD AND DEMERARA.	
Ocamo.....	Nov. 18th.

PACIFIC SAILINGS.

VANCOUVER TO SYDNEY, AUSTRALIA—	
Moana.....	Nov. 15th.
Miowera.....	Dec. 13th.
VANCOUVER TO JAPAN AND CHINA—	
Empress of Japan.....	Nov. 4th.
Empress of China.....	Dec. 2nd.

PORTLAND SAILINGS.

o LIVERPOOL—	
Cambroman.....	Oct. 26th.
Roman.....	Nov. 2nd.
Ottoman.....	" 9th.
Vancouver.....	" 16th.
o LONDON—	
Cumeria.....	Oct. 26th.
Nordfarer.....	Nov. 2nd.
Breckfield.....	" 9th.

NEW YORK SAILINGS.

FROM NEW YORK TO LIVERPOOL—	
Cevic.....	Oct. 29th.
Germanic.....	" 30th.
Campania.....	Nov. 2nd.
Cufic.....	" 2nd.
Georgian.....	" 2nd.
Cymric.....	" 5th.
Majestic.....	" 6th.
Umbria.....	" 9th.
Georgic.....	" 12th.
Oceanic.....	" 13th.
Lucania.....	" 16th.
Tauric.....	" 16th.
Canadian.....	" 16th.
To SOUTHAMPTON—	
Philadelphia.....	Oct. 23rd.
St. Paul.....	" 30th.
Philadelphia.....	Nov. 13th.
To MANCHESTER—	
Steamer.....	Oct. 26th.
Steamer.....	Nov. 2nd.
To LONDON—	
Menominee.....	Oct. 26th.
Manitou.....	Nov. 2nd.
Minneapolis.....	" 2nd.
Mesaba.....	" 9th.
To BRISTOL—	
Boston City.....	Oct. 25th.
Llandoff City.....	" 30th.
To HULL—	
Colorado.....	Oct. 26th.
Hindoo.....	Nov. 2nd.
To GLASGOW—	
Anchoria.....	Oct. 26th.
Laurentian.....	" 30th.
Furnessia.....	Nov. 2nd.
Mongolian.....	" 13th.
To LEITH AND DUNDEE—	
Pinnars Point.....	Oct. 30th.
To HAMBURG—	
Palatia.....	Oct. 26th.
Deutschland.....	" 31st.
Pennsylvania.....	Nov. 2nd.
Auguste Victoria.....	" 7th.
Pretoria.....	" 9th.
To ROTTERDAM—	
Ryndam.....	Oct. 26th.
Potsdam.....	Nov. 2nd.
Rotterdam.....	" 9th.
To BREMEN—	
Kronprinz Wilhelm.....	Oct. 29th.
Bremen.....	" 31st.
Kaiserin Maria Theresia.....	Nov. 5th.
Cassel.....	" 14th.
To BALTIC PORTS—	
Island.....	Oct. 26th.
Nauplia.....	Nov. 2nd.
To ANTWERP—	
British King.....	Oct. 26th.
Zeeland.....	" 30th.
British Prince.....	Nov. 2nd.
Friesland.....	" 6th.
To HAVRE—	
Steamer.....	Oct. 28th.
La Champagne.....	" 31st.
Bordeaux.....	Nov. 1st.
La Gascogne.....	" 7th.
To MARSEILLES AND NAPLES—	
Massilia.....	Oct. 31st.
To GIBRALTAR, NAPLES AND GENOA—	
Fuerst Bismarck.....	Oct. 23rd.
Aller.....	Nov. 2nd.
Columbia.....	" 9th.
To VENICE AND TRIESTE—	
Peconic.....	Oct. 25th.
Pawnee.....	" 31st.

NAPLES, GENOA AND LEGHORN—

Trojan Prince.....	Oct. 26th.
Tartar Prince.....	Nov. 6th.
To NAPLES AND GENOA—	
Nord America.....	Oct. 29th.
Georgia.....	" 31st.
To SOUTH AFRICAN PORTS—	
Lowenburg.....	Oct. 26th.
Scharzfelds.....	Nov. 5th.
FROM BOSTON TO LIVERPOOL—	
Michigan.....	Oct. 26th.
Cestrian.....	" 30th.
Norseman.....	Nov. 1st.
Saxonia.....	" 2nd.
Winifredian.....	" 6th.
Sagamore.....	" 9th.
Sylvania.....	" 9th.
To LONDON—	
Cambrian.....	Oct. 25th.
Columbian.....	Nov. 1st.
To GLASGOW—	
Pomeranian.....	Oct. 27th.
To HAMBURG—	
Nicomedia.....	Nov. 2nd.
To ROTTERDAM—	
Steamer.....	Oct. 30th.

AUSTRALIAN AND JAPAN MAILS.

The following are the dates of mails leaving for Australia :

VIA VANCOUVER—	
November 15th.	
Mails close at Toronto and Montreal five full days in advance of above dates.	
VIA SAN FRANCISCO—	
November 14th.	
Mails close at Toronto and Montreal six full days in advance of above dates, and letters must be marked "Via San Francisco."	

The following are the dates of mails leaving for Japan and China :

VIA VANCOUVER—	
November 4th.	
Mails close at Toronto and Montreal five full days in advance of above dates.	
VIA SAN FRANCISCO—	
November 7th.	
" 16th,	
" 23rd.	

Mails close at Toronto and Montreal six full days in advance of above dates, and letters must be marked "Via San Francisco."

The Nova Scotia Steel and Coal Company are said to have mined 240,000 tons of ore at their Wabana mines in Bell Island, Newfoundland, and to have shipped the most of it.

The Canadian Niagara Power Company have awarded the contract for the tunnel and portal to A. C. Douglas, Contractor. The price to be paid is over \$500,000. The work is to be completed by January 1, 1903. The tunnel is to be 2,200 feet in length and 19 x 21 feet in height and breadth respectively. It will be bricked throughout.

MEMBERS' BUSINESS DIRECTORY.

The attention of members is invited to the desirability of having a business card inserted under one or more headings in the following columns. Only one inch space is allowed to a firm under one heading, but a firm may be classed under as many headings as are necessary to describe its business. A ready reference to the industries represented in the Association is by this means possible.

ACCOUNT BOOKS.

The Brown Brothers, Limited,
51-53 Wellington West, TORONTO,
Manufacturers of Account Books, Leather Goods, etc. Stationers and Bookbinders.

AGRICULTURAL IMPLEMENTS.

David Maxwell & Sons,
ST. MARYS, ONT.
Manufacturers of Harvesting Machines, Stock Raisers' Implements and General Farm Machinery.

AXES.

Dundas Axe Works,
DUNDAS, CANADA.
P. Bertram, Manager.
Manufacturers of all kinds of Chopping Axes, making a specialty of quality and finish.

BAGS.

Dick, Ridout & Co.,
77 York Street, TORONTO.
Manufacturers of Jute and Cotton Bags, Hessians, Twines, &c.

The Canada Jute Company, Limited,
492 William St., MONTREAL.
Manufacturers of Jute and Cotton Bags. Importers of Twines, Hessians, Baggings, etc. Telegraphic address, "Calendar," Montreal.

BANK AND OFFICE FITTINGS.

The Globe Furniture Co., Limited,
WALKERVILLE, ONT.
Counters, Screens and Metal Work for same; Standing Desks, Dado, Doors and General Interior Finish; Store Fixtures.

BELTING - LEATHER.

The Beardmore Belting Co., Limited,
Manufacturers of Leather Belting, Dynamo and Double Driving Belts our specialty. Write for discounts.
TORONTO, ONT., 39 Front St. East.
MONTREAL, QUE., 57 St. Peter St.

BICYCLE SUPPLIES.

Boston Wood Rim Co'y, Limited,
TORONTO.
Manufacturers "Laminated" and "One Piece Rims" for Bicycles, Motor Carriages, Sulkies, etc. Mud and Chain Guards.

BICYCLES AND MOTORS.

Canada Cycle & Motor Co'y, Limited,
TORONTO, CAN.
Mfrs. of Bicycles, Motor Vehicles, Marine Motors and Launches.
Works—Toronto and Brantford. Catalogue on application. Cable address, "Cyclomote" Toronto. A. B. C. and A. I. Codes used.

BILLIARD TABLES.

Samuel May & Co.,
74 York street, TORONTO.
Billiard Table Makers.
Billiard and Pool Ball Turners.
Billiard Cue Makers.
Billiard Cloth Importers.
Send for Catalogue and Price List.

BOILERS—WATER TUBE.

The Canadian Heine Safety Boiler Co.
Esplanade, Opposite Sherbourne St.,
TORONTO.
Water Tube Steam Boilers for all pressures, duties and fuels. Marine and Stationary, from 50 to 600 horse power units.

BOOTS AND SHOES.

The Ames-Holden Co. of Montreal,
MONTREAL, QUE. Limited.
Boots and Shoes. Sole selling agents for the Granby Rubber Company.
Branches—St. John, N.B., Toronto, Ont., Winnipeg, Man., Vancouver, B.C., Victoria, B.C.

J. D. King Co., Limited, Toronto.
Sole agents and users of the Flexible and Non-Squeaker "Patent Sleeper Insoles"—light, conforms to the shape of the foot, strong and very durable. Also agents for the "Dr. Reid Cushion Shoe" for tender feet, especially adapted for people up in years. Man'rs of the "King Quality" lines of Boots and Shoes, and only agents of the Stub Proof Rubbers.

J. & T. Bell,
(Established 1814.)
178-180 Inspector St., MONTREAL.
Fine Footwear.

The John McPherson Co., Limited,
HAMILTON, ONT.
Manufacturers of Fine Shoes.

BOX MANUFACTURERS.

G. & J. Esplin,
Office, 120 Duke St., MONTREAL, QUE.
Box Manufacturers,
Lumber Merchants,
Saw and Planing Mills.

BOXES—WOOD.

Barchard & Co., Limited,
135-151 Duke Street, TORONTO.
Manufacturers of Wood Packing Boxes of every description.
Wood Printers.
Telephone Main 30.

BRASS GOODS.

Established 1828.
Garth & Co.,
536 to 542 Craig St., MONTREAL.
Brass and Iron Founders,
Plumbers and Steamfitters.
Fire and Water Department Supplies.

The Robert Mitchell Co., Limited,
MONTREAL.
Manufacturers of Brass Goods for plumbers, gas and steam fitters. Gas and Electric Light Fixtures, Ornamental Brass and Iron Work.

The James Morrison Brass Mfg. Co., Limited,
89 to 97 Adelaide St. W. TORONTO.
We make and handle everything for Engineers and Plumbers; Gas and Electric Fixtures.
Telephone Main 3836.

BROOMS AND BRUSHES.

Boeckh Bros. & Company,
TORONTO.
Manufacturers and Exporters of Brushes, Brooms, Woodenware and Display Tables.

The MacLean Publishing Co., Limited,
MONTREAL AND TORONTO.
Publishers of "The Canadian Grocer," the grocery and general store paper of Canada. The only exclusively grocery paper in Canada. Advertisements of brushes and brooms in this medium bring splendid returns.

Meakins & Sons,
HAMILTON.
Meakins, Sons & Co'y, Montreal.
Manufacturers of Brushes.
Toronto Office, 74 Bay Street.

Taylor, Scott & Co.,
TORONTO, CAN.
Manufacturers and Exporters of Brooms, Brushes, Washboards, etc.
Write us for prices.
Cable address, "Woodenware," Toronto,

CANNERS' SUPPLIES.

The Norton Mfg. Co.,
HAMILTON, ONT.
Fruit, Paint, Lard and Baking Powder Cans.
Wire and Bar Solder.
Capacity one hundred and fifty thousand cans
daily. Correspondence solicited.

CARPETS.

The Dominion Carpet Co., Limited,
SHERBROOKE, QUE.
Manufacturers of Brussels and Wilton Carpets
and Rugs. Spinners of Worsted and Wool
Yarns.

The MacLean Publishing Co., Limited,
MONTREAL AND TORONTO.

Publishers of "The Dry Goods Review."
Only paper in Canada devoted exclusively to
dry goods, millinery, men's furnishings, hats,
caps and clothing trades. Good carpets prop-
erly advertised in this medium are easily sold.

The Toronto Carpet Manufacturing Co.
TORONTO. Limited.

Manufacturers of Wool and Union Ingrain
Carpets and Art Squares, Axminster Carpets
and Rugs; Smyrna Whole Carpets and Rugs.

CHEESE.

A. F. MacLaren Imperial
Cheese Co'y, Limited,
51 Colborne St., TORONTO, CANADA.
Manufacturers of MacLaren's Imperial Cheese
in White Opal Jars. Importers and Exporters
of Foreign and Domestic Cheese.
Cable Address, "Dairymaid."

CHILDREN'S VEHICLES.

The Gendron Mfg. Co'y, Limited,
TORONTO, CANADA.
Makers of Children's Vehicles, Reed and
Rattan Furniture.

CLOTHING.

E. Boisseau & Co.,
Yonge and Temperance Streets,
TORONTO, CANADA.
Wholesale Tailors, manufacturers of "Tiger
Brand Clothing," Men's, Youths', Boys' and
Children's Clothing.

CONFECTIONERS' MACHINERY.

Fletcher Manufacturing Company,
TORONTO, CANADA.
Onyx, Marble and Silver-plated Soda Water
Fountains; Bakers', Confectioners' and Cooks'
Tools, Machines, Utensils and Supplies;
Waxed Paper Julep Straws.

COPPER WORK.

The Booth Copper Co., Limited,
TORONTO, CANADA.
Coppersmiths and Metal Spinners.
Brewers', Distillers' and Confectioners' Copper
Work.

Coulter & Campbell,
155-158 George St., TORONTO,
Manufacturers of Distillers', Brewers' and
Confectioners' Copper and Brass Work.
Marine, Dyers', and Varnish, Copper and
Brass Work. Metal spinning work to order.

CORRUGATED IRON.

The Metallic Roofing Co., Limited,
TORONTO, MONTREAL and WINNIPEG.
Manufacturers of Corrugated Iron, painted or
galvanized; straight or curved; any gauge or
length up to 10 ft.
Our Corrugated Iron is pressed, not rolled,
consequently corrugations fit accurately.

CREAM SEPARATORS.

The Raymond Mfg. Co. of Guelph,
GUELPH, ONT. Limited.
Manufacturers of the "National" Cream
Separator and "Raymond" Sewing Machines.

DISTILLERS.

Hiram Walker & Sons, Limited,
WALKERVILLE, ONT.
And London, New York, Chicago, Atlanta,
Mexico City, Victoria, B.C.
"Canadian Club" Whiskey.

DRESSINGS—LEATHER.

Domestic Specialty Co.,
HAMILTON, ONT.
Manufacturers of Blackings, Dressings, Dyes,
Stains, Waxes, Bottom and Edging Inks and
Rubber Cement.

DYERS AND FINISHERS—SPECIAL.

The Merchants Dyeing and Finishing Co.,
Liberty St., TORONTO. Limited.
Dyers and Finishers of all classes of Woolen
or Half-Wool Dress Goods whether made in
Canada or Europe. Also Japanese Silks.
Correspondence solicited.

ELECTRICAL APPARATUS.

The Canadian General Electric Co.,
Limited.
Head Office: TORONTO.
Factories—Toronto, Peterborough, Montreal.
Branch Offices—Montreal, Halifax, Winnipeg,
Vancouver, Rossland, Nelson.
Manufacturers of Electrical Machinery of all
kinds—Power, Lighting, Railway.
We furnish complete Installations.

ELECTRICAL SUPPLIES.

The Canadian General Electric Co.,
Limited,
Head Office: TORONTO.
Factories—Toronto, Peterborough, Montreal,
Branch Offices—Montreal, Halifax, Winnipeg,
Vancouver, Rossland, Nelson.
Lamps, Wire, Meters.
We carry a large stock of all Electric Supplies.
Write for Catalogue.

ENAMELLED WARE.

Kemp Manufacturing Co.,
TORONTO, ONT.
Enamelled Sheet Metal Ware, Plain and Re-
tinned Stamp Ware, Japanned Ware, Sheet
Steel and Galvanized Ware, Stove Shovels,
Stove Boards, Copper Ware, Oil Stoves, Ma-
chine Oilers, Tinned Spoons, Lanterns, Wire
Goods and Metals.
Cable Address "Metalsdon," Toronto.

ENGINE PACKINGS.

Hamilton Engine Packing Co.,
HAMILTON, ONT.
Exclusive Manufacturers of Clappison Im-
proved Engine Pump and Ammonia Packings,
Sectional Asbestos Magnesia and Mineral
Wool, Pipe and Boiler Coverings, Loose
Mineral Wool, Smith's Adjustable and Tubular
Boiler Gaskets, Rainbow and other Sheet
Packings, Boiler Tube Scrapers and Blowers,
Cotton Waste, Oils, Belting and Engineers'
Supplies in general.

ENGINES AND BOILERS.

The Polson Iron Works,
TORONTO.
Engineers, Boilermakers, Steel Shipbuilders;
Builders in Canada of the Yarrow and Moscher
Water-Tube Boilers.
Works and Office, Esplanade St. East.

ENGRAVERS.

The Grip Printing & Publishing Company
of Toronto, Limited,
TORONTO.
Designers, Engravers, Printers, Publishers,
Half-tones, Wood Cuts, Electros, Cuts of all
kinds, Booklets, Catalogues, Calendars, Illus-
trated Printing.

ENVELOPES.

The Barber & Ellis Co., Limited,
TORONTO.
Envelopes of every quality and size. The larg-
est output in the Dominion.

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Garth & Co.,
536 to 542 Craig St., MONTREAL.
Decorative Metal Workers in
Electrical and Gas Fixtures,
Brass, Iron and Copper.

FUEL.

The Standard Fuel Co.,
TORONTO.
Importers
All-rail Coal.
Prompt Shipments Guaranteed.

FURNITURE—CHURCH & SCHOOL**The Globe Furniture Co., Limited,
WALKERVILLE, ONT.**

Pews, Rails, Screens, and Platform and Chancel Furniture; Model Automatic Desks and Teachers' Desks; Lecture Room Chairs, Settees, etc.

FURNITURE—OFFICE AND SCHOOL**The Canadian Office & School
Furniture Co., Limited,
PRESTON, ONT.**

Manufacturers of Office, School, Church, Lodge and Opera House Furniture; Bank, Office, Hotel, Drug and Jewellery Store and Court House Fittings a specialty.

**The Office Specialty Mfg. Co., Limited,
TORONTO.**

Letter Files, Cabinets, Supplies, Office Desks, School Desks, etc., Metallic Vault and Library Furniture, Trucks.

FURNITURE—REED AND RATTAN.**The Gendron Mfg. Co'y, Limited,
TORONTO, CANADA.**

Makers of Children's Vehicles, Reed and Rattan Furniture.

GRATE BARS.**The Cyclone Grate Bar Co.
of Toronto, Limited,
Office: 10 King St. West, TORONTO, CANADA.**

Perfect combustion obtained from any fuel, especially cheap fuels, such as screenings, Hence, practically no smoke, due to the movement of the grate and the large area of air passing through same. Write for particulars, etc.

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TORONTO, CANADA.**

Safford Boilers for Steam and Hot Water Heating.

Send for Catalogue.

**The Star Iron Company, Limited,
593 Craig St., MONTREAL.**

Mfrs. of the new "Star" Hot Water Heater with Syphon Injector and Moving Ash Sifter, Hot Water and Steam Fittings.

Bell Telephone, 2621. Merchants' Telephone, 887.

INTERIOR WOOD WORK.**The Chas. Rogers & Sons Co., Limited,
TORONTO.**

Bank and Office Fittings, Mantels, Furniture and Upholstery.

IRON MANUFACTURES.**The Abbot-Mitchell Iron and Steel Com-
pany of Ontario, Limited,
BELLEVILLE, ONT.**

Manufacturers of Bar Iron and Steel, Nails, Spikes, Washers, etc.

**H. R. Ives & Co.,
MONTREAL.**

General Founders.
Artistic Iron Work of all descriptions.
Brass and Iron Bedsteads, etc., etc.

**The MacLean Publishing Co., Limited,
MONTREAL AND TORONTO.**

Publishers of "The Hardware and Metal Merchant," the only paper in Canada circulating, exclusively among hardware, paint and oil dealers, plumbers and steamfitters, millmen, machinists, foundrymen and other manufacturers.

**Pillow & Hersey Mfg. Co., Limited,
MONTREAL.**

Cut and Wire Nails, Wrought Iron Pipe, Horseshoes, Spikes, Tacks, Bolts and Nuts, etc.

JEWELRY.**P. W. Ellis & Co.,
TORONTO.**

Manufacturing Jewelers and Silversmiths.
Diamonds and Precious Stones, Fine Gold Jewelry, Locketts, Chains, Rings, Watches, etc. Manufacturers of "Regal" Solid Gold Watch Cases. Importers of American Clocks, etc.

**John Wanless & Co.,
Established 1840. TORONTO.**

Manufacturers of Rings, Brooches, Watch Chains, Medals, Class Pins, Locketts, Cuff Links, and Fine Diamond and Pearl Jewelry.

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Limited,
314 Front Street West, TORONTO.**

Switch and Signal Lamps, Ship Lamps, Semaphore Signals, Electric Mirror Reflectors, Motor Headlights.

Send for Catalogue. Mention line required.

LEAD PIPE.**The James Robertson Co'y, Limited,
TORONTO.**

Babbitt Metal, Lead Pipe, Lead Traps, Lead Shot, Colors in Oils, Colors in Japan; Putty, Ready Mixed Paints, White Lead, Metals, Painters' and Plumbers' Supplies, Saws and Varnishes.

265-283 King St. West, cor. Dorset St.
Telephones 819, 1511, 1292 and 8406.

LEATHER.**The Breithaupt Leather Co., Limited,
Head Office, BERLIN, ONT.**

Tanners and Leather Merchants.
Home and Export Trade.
Tannerries at Berlin, Penetang and Listowel, Ont.

**Clarke & Clarke, Limited,
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(Established 1852.)
Leather Manufacturers—Colored Sheepskins,
Glazed Sheep Kid, Napa Button Fly, Book-
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and Russets.
Montreal—22 Lemoine St. Cable Address,
Quebec—493 St Valier St. "Clarkes, Toronto."****A. R. Clarke & Co., Limited,
(Established 1852) TORONTO, CANADA.
Manufacturers of Patented, Glazed and Dull
Kid: Patent, Glazed, Boxed and Dull Calf;
Mochos, Kid, Swedes, Reindeer, Buckskin,
Chrome Asbestos Tan Gloves and Mitts,
Chrome Asbestos and Indian Tan Moccasins.
Montreal—22 Lemoine St. Cable Address,
Quebec—493 St. Valier St. "Arc, Toronto."****LEDGERS—LOOSE LEAF.****The Copeland-Chatterson Co., Limited,
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Originators and Manufacturers of Loose Leaf
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Systematizers of business methods.

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Lithographers and engravers by all processes.
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HAMILTON, CANADA.**

Manufacturers of all styles of Rim and Mortise
Locks, Knobs, Escutcheons, Door Bells, Butts,
etc., etc.
Catalogue on application.
Correspondence invited.

METALLIC CEILING.**The Metallic Roofing Co., Limited.
TORONTO, MONTREAL and WINNIPEG.**

Make countless beautiful designs of Metallic
Ceiling and Wall Plates; with Borders, Friezes,
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easily applied, are ornamental, fireproof and
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TORONTO.**

Mouldings, Frames, Bamboo Goods and Fancy
Goods. Specially low figures offered on all
mouldings in the white for export trade,
Cable Address "Manwil."

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Manufacturers of fine Mouldings, Frames, etc.
Special attention given to export and mail
orders. Gold work a specialty.

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HAMILTON.

Manufacturers and Importers of High-Grade
Pennsylvania Lubricating and Illuminating
Oils.

OIL CLOTHS.**The Dominion Oil Cloth Co., Limited,
MONTREAL.**

Manufacturers of Oil Cloths of every descrip-
tion. Floor Oil Cloths, Table Oil Cloth,
Carriage Oil Cloth, Enamelled Oil Cloth, Stair
Oil Cloth, etc.

ORGANS.**The Bell Organ & Piano Co., Limited,
GUELPH, ONT.**

Manufacturers of High-Grade Upright Pianos
and Reed Organs and Automatic Piano and
Organ Players.

Branches at 49 Holborn Viaduct, London, E.C.;
15 Bridge St., Sydney, N.S.W.

W. Doherty & Co.,

1875 CLINTON, CANADA. 1901

Manufacturers of the Famous High-Grade
Doherty Organ.

European Representative—W. W. Clarry, 12
Lancelots Hey, Liverpool, England.

Thomas Organ and Piano Co.,

WOODSTOCK, ONT.

Manufacturers of High-Grade Reed Organs in
Five and Six Octaves; Piano and Organ Chairs
and Stools.

PACKING-HOUSE MACHINERY.**Wm. R. Perrin & Co'y,**

122 Church St., TORONTO.

Manufacturers of machinery for packing houses
and abattoirs.

PAINT AND VARNISH MAKERS.**Andrew Muirhead,**

Office, 82 Bay Street, TORONTO.

Manufacturers of Paints, Varnishes, etc.

Warehouse, 15 and 17 Mincing Lane.

Factory, St. Lawrence St.

A. Ramsay & Son,

MONTREAL.

Manufacture Paints, Varnishes, etc.

Import Glass, Brushes, Artists' Materials,
Painters' Tools, etc.

The Sherwin-Williams Co.,

Cleveland, Chicago, New York,
Montreal, Boston, Toronto,
San Francisco, Kansas City, Newark.

Paint and Varnish Makers. The largest paint
makers in the world.

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Printers and manufacturers of all kinds of
Fancy Paper Boxes, Sample Cards, Trays, etc.

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Vol. II.

TORONTO, NOVEMBER 30, 1901.

No. 4

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Industrial Canada.

Issued monthly as the official publication of the Canadian Manufacturers' Association, and devoted to the advancement of the commercial prosperity of Canada.

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1. All Members of the Canadian Manufacturers' Association.
2. The British Consuls, the world over.
3. Chambers of Commerce in the United Kingdom.
4. Foreign and home exchanges.
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The Annual Meeting.

In this issue we have a full report of the proceedings of the recent annual meeting of the Association, so that all our members may be able to see just what work the Association accomplished during the past year, what is mapped out for the new year, and how this was received and discussed by those present. The present number has already so much dealing with the meeting that any survey of the general results may be held for another number. We have to note, however, first that the event was in every way a success, the arrangements for entertainment being carried out with the utmost thoughtfulness and care by the Montreal members, and second, that one great result was the bringing before public notice most forcibly and clearly the importance of the manufacturing body as contributors to our national and commercial greatness. With this there has also come a more intimate knowledge of the aims and scope of the Association's work and its possibilities in the way of promoting and extending trade.

The New Executive.

That the new officers of the Association have grasped the possibilities for effective, useful work through the Association, and are willing to share in it, was well shown by the first meeting of the Executive Council. Although this meeting, as a result of the convention, had to be called on practically two days notice there was an attendance of nearly thirty members, and the number from out of Toronto was noticeable. The new President was to hand from Montreal: from Hamilton came Vice-President Birge and Messrs. Hobson and Breckenridge; from Dundas, ex-president Bertram; from Galt, C. R. H. Warnock; from Paris, J. B. Henderson; from Brantford, H. Cockshutt; from Toronto Junction, A. Campbell.

The date of meeting has now been regularly fixed for the third Thursday of each month so that all our out of Toronto members

may be able, as far as possible, to make other business engagements suit that date. The Toronto members are, of course, all expected to be present at every meeting.

Tariff Matters.

The attention of the Tariff Committee has already been asked to several items in the tariff on which change is sought. The committee has, however, made a rule that no change will be recommended to the Government unless every member has been consulted and had opportunity to express his views. In this way, only, is it possible for the findings of the Association to have that weight with the Government that we as manufacturers all desire. Hence the following procedure has been decided upon:

A circular letter has been sent out to all the members placing before them certain requests for tariff changes, and asking replies in writing from any who may be interested, not later than December 16th, in order that they may be considered on by the Tariff Committee on Wednesday, December 18th, at 4 p.m. In the same circular is placed a request that if any member wishes to bring up any new tariff item he must send notification of the same so as to reach the Secretary not later than December 9th. Any change thus asked for will then be sent to all our members for consideration at once, and so will be open for discussion on the 18th.

Members should note—

I. That the committee do not intend to consider any changes in tariff for the coming session unless these are to hand by December 9th.

II. That members having any views on any proposed changes should send them in by December 16th.

III. That any who are specially interested in any of the items under discussion, are cordially invited to attend the meeting of the Tariff Committee.

Work for Members.

The membership of the Association has now reached almost 900, an increase of about 580 during the past year. This should be gratifying to all our members as every manufacturer who joins means just so much more strength to an organization which works for the common good of all.

No small amount of credit, as will be seen from the report of the Industry and Membership Committee, is due to the members themselves, for individual work in bringing in new members. Naturally a member has much more influence in persuading a friend to join the Association than an appeal from the head office would have. It is to be hoped therefore that during the coming year our members will use every convenient opportunity to say a word to fellow manufacturers with whom they are acquainted in

their several localities to induce them to join the Association. The secretary will be pleased, on request, to furnish lists of manufacturers in any locality who are not members.

Montreal Branch.

Montreal manufacturers will be pleased to know that arrangements are practically completed whereby the Montreal branch will have separate offices, and a local secretary devoting his whole time to the Association's work after the first of the new year. The location of the offices has not yet been decided, but the secretary has been selected in the person of Mr. E. H. Cooper, a graduate of the University of Toronto of the year 1900. Mr. Cooper's qualifications for the position are exceptional. He had a highly successful university course, and his two years' work on the staff of the MacLean Publishing Co. have given him a range of experience that should specially qualify him for the Association's work.

The West Indies.

The Association is indebted to the Pickford & Black Steamship Co. for an invitation extended to our Secretary to visit the West Indies for the purpose of investigating opportunities for trade for Canadian manufacturers. The Executive Council at once accepted the invitation and instructed the Secretary to arrange, if at all possible, for the trip about the first of the year. If any of our members desire any information in any line or are specially interested in any points touching this trade, they should correspond with the office at once.

Society of Chemical Industry.

During the past month arrangements have been finally completed whereby it becomes an assured fact that Canada will have a branch of the Society of Chemical Industry. The significance of this to the manufacturing interests of the country is great, and we suggest that our readers look for the article to appear on this subject in our next issue written by Mr. H. Van der Linde, of the Gutta Percha and Rubber Mfg. Co., Toronto.

NOTICES.

- 1—Regular monthly meeting Executive Committee Montreal Branch to be held Thursday, December 12th, at 3 p.m., City Office, Montreal Rolling Mills, Temple Building.
- 2—Special Meeting Tariff Committee, to be held Association Rooms, Toronto, Wednesday, December 18th, at 4 p.m.
- 3—Regular monthly meeting Reception and Membership Committee, Association Rooms, Tuesday, December 17th, at 8 p.m.
- 4—Regular monthly meeting Executive Council, will be held Council Chamber, Board of Trade Building, Toronto, Thursday, December 19th, at 2 p.m.
- 5—Beginning with the month of January, Industrial Canada will appear on the first day of each month.

EXECUTIVE COUNCIL.

First Meeting of New Officers.

The first meeting of the Executive Council of the Canadian Manufacturers' Association was held in the Council Chamber, Toronto Board of Trade, on Tuesday, November 12th, at 2 p.m. President Robert Munro occupied the chair.

Others present were: Messrs. Cyrus A. Birge, of Hamilton; C. R. H. Warnock, of Galt; John Bertram, of Dundas; H. Cockshutt, Brantford; R. Hobson, Hamilton; H. C. Breckenbridge, Hamilton; J. B. Henderson, Paris; J. O. Thorn, W. K. McNaught, J. F. Ellis, C. N. Candee, P. H. Burton, Thomas Roden, J. H. Housser, Arch. Campbell, George Booth, P. W. Ellis, J. P. Murray, W. K. George, George H. Hees, R. J. Christie, Arnold W. Thomas, R. Y. Ellis, and S. M. Wickett.

As the minutes of the meetings are printed in full in "Industrial Canada," it was resolved that the minutes of last meeting be taken as read.

DAY OF MEETING.

A number of communications had been received from members of the Council with suggestions as to the most suitable day for monthly meeting.

It was resolved that the regular monthly meetings for the present association year be held on the third Thursday of each month at 2 p.m., beginning with the month of December.

A communication was received from D. Albee Patten, offering to print an article on the work of the association, and on Canadian affairs generally in return for a subscription for a number of copies of the magazine containing his article, was declined.

REPORTS.

The report of the Treasurer was submitted by Mr. Booth, who moved its adoption, seconded by Mr. Birge. Carried.

The report of the Finance Committee was submitted by Mr. J. F. Ellis, recommending for payment a number of accounts. Mr. Ellis moved its adoption, seconded by Mr. Candee. Carried.

Mr. J. P. Murray submitted the report of the Industry and Membership Committee, recommending that the forty-one applications for membership, that he submitted, be accepted. Four of these applications were held over for further consideration, and the other thirty-seven were passed.

Mr. Murray moved the adoption of the report, seconded by Mr. Warnock. Carried.

The report of the Toronto Branch was submitted by Mr. J. O. Thorn, who moved its adoption, seconded by Mr. Roden. Carried.

WORK FOR THE YEAR.

The secretary submitted a report covering the different matters resulting from the annual meeting of the association in Montreal.

It was resolved that the following four matters be referred to the Parliamentary Committee to be dealt with:

First.—Measures looking to the incorporation of the association.

Second.—Consideration of measures to check extra-provincial company legislation.

Third.—Measures looking to reform in patent laws and the working of the Patent Office.

Fourth.—The securing of an adequate Insolvency Act.

As a result of the report of the Industrial Exhibition Committee the secretary was instructed to correspond with the leading Canadian Exhibition Associations asking for representation on their association for the Canadian Manufacturers' Association.

Under the head of tariff matters, the whole question of following up the recommendations already made to the Government, and dealing with those others on which the opinion of the members had further to be tested, was referred to the Tariff Committee with the request that it report at the next meeting of the Executive Council.

The Commercial Intelligence Committee was instructed to take means of impressing upon the Government still further the advisability of adopting the suggestion of the association with reference to the establishment of an adequate Canadian consular system.

The question of urging upon the Government the subsidizing of a line to South Africa, and of securing legislative measures to provide for the assuming by the railway companies of liability for the safe carriage of goods consigned to their care, was referred to the Railway and Transportation Committee for full consideration.

A resolution favoring the appointment of a Railway Commission was passed on to the Railway and Transportation Committee, with instructions to fully endorse the same before the Government at the earliest possible opportunity.

The Railway and Transportation Committee was also given power to carry into effect at once measures looking to the appointment of a shipping representative

for the association at New York and other shipping centres.

The secretary was instructed also to forward to the Labor Department at Ottawa copy of the resolution adopted with reference to Labor Gazette.

The question of membership in the association and the fee to be paid by second members from a firm was referred to the Reception and Membership Committee for report at the next Executive meeting.

The resolution adopted with reference to preferential trade relations was ordered to be forwarded at once to the Government in proper form.

After discussion of the resolution, re the holding of a Canadian Exhibition, it was resolved that the president, vice-president, Ontario vice-president, W. K. McNaught, and J. O. Thorn form a committee in order to report as to proper measures on this subject at the next Executive Council meeting.

APPOINTMENT OF SECRETARY.

The next matter for the consideration of the Council was the appointment of secretary for the new year.

Moved by Mr. P. W. Ellis, seconded by Mr. J. B. Henderson, and carried unanimously, that T. A. Russell, the present secretary of the association, be re-engaged for the new association year.

The question of securing additional assistance for the head office of the association and also for the more adequate carrying out of the work in Montreal, was referred to the secretary, with the request that he co-operate with the Finance Committee on this subject.

The following Finance Committee was appointed: Messrs. P. W. Ellis, George Booth, and W. K. George.

WEST INDIES.

A communication was read from the Pickford & Black S.S. Co., offering free transportation to the secretary of the Canadian Manufacturers' Association, if he would take a trip to the West Indies for the purpose of looking into the possibilities of trade in Canadian manufactured goods in that market.

It was resolved that this invitation should be accepted, and the secretary instructed to arrange to take this trip at the earliest possible date. Carried.

The number of copies of "Industrial Canada" to be printed, and the number of pamphlets containing the president's address was referred to the committee on "Industrial Canada" for consideration.

THANKS OF THE ASSOCIATION.

Resolved that the secretary be instructed to send letters of thanks to Mayor Prefontaine, of the City of Montreal; Hon. J. D. Rolland, chairman of the Montreal Branch; to the Faculty of Applied Science, at McGill University; to Mr. D. A. Campbell, of the Elder-Dempster S.S. Co., and to the Manager of the Montreal Street Railway Co., expressing the appreciation of the members of the association for the hospitable reception accorded them while in the City of Montreal.

It was also resolved that thanks be extended to the daily press for their generally full and correct reports of the proceedings of the meeting.

The secretary was instructed to communicate with the branch organizations asking that the minutes of their proceed-

ings be forwarded at once to the head office, and that reports of their work be submitted from time to time to the Executive Council of the association.

THE TERM "AMERICAN."

A letter was read from Mr. J. O. Thorn, drawing attention to the misleading use of the term "American," and to the injury that this tended to work against the development of Canadian export trade.

Mr. Thorn moved, seconded by Mr. Murray, that the secretary be instructed to correspond with the leading press of Great Britain pointing out the location, extent, climate and resources of Canada, and emphasizing its separate identity from the United States. Carried.

Resolved, also, that through "Industrial Canada" every attention should be given

towards impressing on our members the advisability of marking their export goods "Made in Canada."

Mr. R. Hobson drew attention to the Employers' Liability Act, explaining certain hardships connected with its operation.

Resolved, that the Parliamentary Committee be instructed to look into this Act, and report to a subsequent meeting of the Executive Council.

Moved by Mr. McNaught, seconded by Mr. Ellis, that the Executive Council place on record its pleasure in seeing the president, Mr. Munro, at the first meeting of the Council, and its appreciation of the business-like manner in which he had dealt with the many matters engaging the attention of the meeting. Carried.

The meeting then adjourned.

ANNUAL MEETING

Toronto Branch Canadian Manufacturers' Association.

The annual meeting of the Toronto Branch of the Canadian Manufacturers' Association was held in the Association rooms, Wednesday, Oct. 23rd at 2 p.m.

Mr. W. K. George, chairman. There was also a large attendance of the Toronto members.

The minutes of last meeting were read and adopted, and the chairman submitted the report of the Executive Committee as follows:

REPORT OF THE CHAIRMAN OF THE EXECUTIVE OF THE TORONTO BRANCH OF THE C.M.A.

It affords your chairman no slight degree of pleasure to be able to report such substantial progress at the close of the first year in the history of the Toronto Branch of our association.

The result of the work of the committee has, we think, been such as to amply justify your action of ten months ago in appointing a committee to represent the interests of the manufacturers in those matters that concern only Toronto manufacturers. The Toronto Branch was organized on January 21st, 1901, with some 225 members, since when accessions to our membership have increased our number to 275 members, a very substantial increase, and one which makes it thoroughly representative of the industrial interests of the city.

POLICY.

During the experience of your committee there may be said to have been two classes of questions brought to our attention. First, those matters that effect us as manufacturers, and second, those that interest us only in our capacity as

citizens. In the former class of questions your committee has never hesitated to act in what it believed to be the best interest of its members. In the second class it has generally preferred to stand aloof and take part in questions that affect us purely as citizens only when the matter was of supreme importance. This policy, we believe, will commend itself to you.

RECOMMENDATIONS.

We desire, however, to recommend a change this year in the number of your Executive Committee. Last year this was composed of five members, including the chairman and vice-chairman, the idea being that the committee should prepare the business for discussion at general meetings of all the members. The frequent need of early action and the difficulty of summoning 275 members renders this inadvisable, and our recommendation this year is that the committee be increased to ten, with a chairman and vice-chairman in addition.

For the purpose of further keeping the Toronto Branch in close harmony with the work of the whole association, your committee would recommend that the past Toronto presidents of the Canadian Manufacturers' Association, and the past chairman of the local committee be ex-officio members of your Executive Committee.

We might briefly review the work of the year as follows:

1st. The application of the Toronto Baseball Club for the use of the park grounds adjacent to Harbor Square was considered objectionable by your committee. The erection of the class of building required would further add to

the unsightly character of our water front at a place where great improvement could easily be made.

The placing of such a public amusement in the heart of the business and manufacturing part of the city was also considered an undesirable disturbing element by a large number of adjacent employers of labor. The work of your committee, assisted by other important bodies, was successful in blocking this proposal.

2nd. Through the prompt action of this branch, coupled with that of the Toronto Board of Trade, what might have proved a harassing regulation relating to the use of smoke consumers, was defeated, and the committee has now accumulated much information on this subject as bearing upon the legislation in other cities.

3rd. A proposition was submitted in the City Council to cut down municipal expenses, in at least one department, by refusing to collect garbage from manufacturing establishments. A strong representation was made to the council showing that manufacturers who pay a large share of the taxes should have the same right to municipal advantages as others. The result of this action was successful in retaining for manufacturers the same privileges that they have heretofore had.

4th. The Metropolitan Railway Bill, which was introduced before the Ontario Legislature for the purpose of compelling the city to admit the railway company to the privileges of its streets for freight and passenger purposes on terms that it had no voice in preparing, was considered. A special meeting of all members was called, and the matter carefully threshed out. The result was the passage of a resolution which though

strongly favoring the extension of suburban electric railways into the city, at the same time strongly condemned any measure infringing upon the rights of the city to control its own streets, and to make satisfactory regulations for their appropriation and use. A strong committee was appointed to interview the Ontario Legislature on this point, and to present the above resolution.

The agitation in this matter was successful, and the attempt to force the city to admit the railway company to the streets upon its own terms was defeated.

5th. The attention of your committee was also directed by certain members to the dissatisfaction existing in the inspection of electric meters. It was found that the regulations governing this while providing for Government inspection, made no provision for the representation of the party using the meter when same was being inspected, as is the case with gas meters. The committee considered it eminently fair that the party using the meter should be able to be represented at the time when his meter was inspected, and made recommendation to this effect to the Minister of Inland Revenue, the result being that an Order-in-Council was passed providing for the same privileges of representation at the inspection of electric meters as prevailed with gas meters.

MANUFACTURERS ARCH.

The last and perhaps most important work of your committee has been connected with the visit of their Royal Highnesses, the Duke and Duchess of Cornwall and York, to our city.

This was recognized by the committee as being an event of signal importance, and a meeting was called of all our members for the purpose of considering what action, if any, should be taken by the manufacturers to mark this event. At this meeting there was a representative attendance of our members, and it was there decided that the manufacturers should endeavor to erect an arch, colonnade or some other suitable form of street decoration in honor of the royal visit.

For this purpose a special committee was appointed to carry through the work on behalf not only of our members, but any other Toronto manufacturers.

With the work of this committee you are already well acquainted. The undertaking was successfully carried through, and the result was the erection of an arch at the entrance to Queen's Park, which did credit in the fullest sense of the word to the manufacturing industries of Toronto. Not only was the arch as erected by the manufacturers itself a splendid work of art, but the example set in the offer to carry through its erection was such as to stimulate other parties in

the city to make a determined effort to have Toronto give a fitting reception on the occasion of this visit.

There has, of course, been a certain amount of criticism both from within the ranks of our members and without, with reference to the advisability of this work, and it is just to the committee who had the matter in charge to state that the work was undertaken not at their initiative, but at that of the general meeting of our members.

We are sure now, however, that the work has received the hearty endorsement of practically all our members. They have now recognized that had the same amount of money been expended on each of the various 200 factories that contributed, it would have attracted comparatively slight attention from either the visiting press or from the citizens themselves, while the arch of the manufacturers of Toronto has already been and will be still more reproduced throughout the press of Canada and the British Empire, and will direct attention to the important industries of our city.

The joint action has rendered possible the remarks of several of the British press representatives made to members of your committee "that the arch was the most beautiful piece of decoration they had seen during the whole of the royal visit to Australia, South Africa and Canada."

The committee in charge desire to thank the members of the association for their loyal support in the undertaking in subscribing the amount of money for the purpose of carrying through this project.

When it was first discussed, \$10,000 was named as the maximum amount to cover all expenses connected with the arch, but in asking for designs your committee impressed upon the contestants that there was no desire to spend a larger amount of money than was absolutely necessary, and that economy would be considered a strong point in the placing of prizes. The result is that your committee has been able to keep down all expenses connected with the arch to approximately \$6,500. There is still a small amount of this uncollected, but the committee hopes that a few of the manufacturers who have not yet contributed will now be willing to do so and complete the work.

This, then, is a brief summary of the work of your committee for the past year. We have no desire to boast of the success of our efforts, but we are glad to be able to say that each one of the undertakings of the committee which you elected last January has been carried through to a successful issue, and we believe that the members have been amply repaid for their loyal support of the Toronto Branch of the Association.

Mr. J. F. Ellis moved the adoption of

the report, seconded by Mr. W. K. McNaught. Carried.

Resolved that the number of the Executive Committee be increased to ten, with a chairman and vice-chairman, and that the past Toronto presidents of the association, the secretary and past chairmen of the Toronto Branch be ex-officio members.

The following officers were then elected: Chairman, J. O. Thorn; vice-chairman, Thos. Roden; Executive Committee: Messrs. W. B. Rogers, R. J. Christie, R. A. Donald, W. P. Gundy, D. T. McIntosh, O. Newcombe, H. Nicholls, J. F. Wildman, J. H. Patterson and A. W. Allen.

TECHNICAL SCHOOL.

The following resolution was adopted with reference to representation on the Toronto Technical School Board:

WHEREAS, The question of technical education is of most direct interest to the manufacturers of this city;

AND WHEREAS, They are by far the largest employers of the graduates of the Toronto Technical School, and consequently vitally interested in its work and management;

BE IT RESOLVED, That in the opinion of this meeting the present representation of two on the Toronto Technical School Board, which numbers twenty-one, is altogether insufficient and should be increased at least to five;

AND BE IT FURTHER RESOLVED, That the Executive Committee of the branch be asked to present this request to the City Council at the earliest possible date.

Resolved, also, that the secretary be instructed to write the Toronto Technical School Board expressing the hope that Mr. Vander Linde be placed on a committee, where his services would be of most practical service to the Board.

Nominations were then called for the eighteen representatives of the Toronto Branch on the Executive Council of the Association, resulting in the following being selected: Messrs. J. O. Thorn, S. M. Wickett, William Stone, J. H. Housser, R. J. Christie, George H. Hees, J. R. Shaw, J. M. Taylor, Thomas Roden, J. P. Murray, A. W. Thomas, E. G. Gooderham, P. H. Burton, Frederic Nicholls, C. N. Candee, R. Millichamp, E. C. Boeckh, and R. Y. Ellis.

A letter was read from Mr. J. O. Thorn, dealing with the street railway service, and a resolution was also submitted by him, seconded by Mr. J. M. Taylor.

After discussion, it was resolved that this matter should be referred to the new Executive, to deal with as they saw fit.

The following representatives were elected to the Toronto Technical School Board for 1902: Messrs. H. Van der Linde and Dr. J. O. Orr.

The meeting then adjourned.

ANNUAL MEETING

Montreal Branch Canadian Manufacturers' Association.

THE annual meeting of the Montreal Branch of the Canadian Manufacturers Association, was held in the Council Chamber, Montreal Board of Trade, Montreal, October 18th, at 3 p.m.

Mr. Frank Paul occupied the chair. A large number of the Montreal members were present and the Council Chamber was packed to the doors.

The report of the retiring Executive Committee was submitted by the Secretary as follows, and its adoption moved by Mr. Ballantyne, seconded by Mr. Rolland:—

REPORT OF EXECUTIVE COMMITTEE.

On the 16th October, 1900, a largely attended meeting of the Manufacturers Association was held in the Council Chambers of the Board of Trade, to meet a delegation from Toronto of the Canadian Manufacturers' Association, for the purpose of discussing a proposition of uniting or amalgamating into one body, and thus strengthening the interests of manufacturers in all the provinces of the Dominion.

At that meeting a committee was appointed to take into consideration the scheme of amalgamation, and to report at an early date. A report was submitted to you on 14th December recommending that both associations be united under the name of The Canadian Manufacturers Association. Thereupon it was resolved and carried unanimously that the Manufacturers' Association of Montreal become a part of the Canadian Manufacturers' Association with an Executive Committee in Montreal to deal with all the subjects of local and municipal interest.

This Executive Committee of the Montreal branch has now to submit its report of work done during the past year.

MEMBERSHIP.

The membership of the old association had so fallen off that at the time of the change it consisted of about 47 members paid up.

To-day the Montreal branch has on its list 120 names, but in a large manufacturing city like ours, controlling over 1,000 manufacturing industries, the membership should be very much larger than it is. Your committee, however, is sanguine that as the aims, benefits and results of the Association are better understood the membership will increase rapidly in the future.

The whole Association throughout the Dominion now numbers about 900, of which the Montreal branch can claim only 120, a proportion much below the average of large cities.

WORK OF THE YEAR.

In April last the attention of your committee was drawn to a Bill entitled "An Act

to Amend the Law Respecting Industrial Establishments." This Bill presented in the Provincial House at Quebec particularly affected boiler inspection, the object being to appoint extra inspectors in every town and city where boilers for manufacturing purposes are in use, and are already under the care of competent and reliable inspectors—thus incurring increased expense to the manufacturer, and leading to probable misunderstandings and worries without any beneficial result. Through the prompt action of the members of your committee the Bill was opposed and defeated.

Another important but dangerous Bill required the attention of your committee for very prompt action.

This Bill, entitled an Act to Amend the "Trade Mark and Design Act" was introduced before the Senate at Ottawa by the Union Labor Party, and had it passed and become law, would have proved most iniquitous and detrimental to the interests of all manufacturers in Canada, but acting jointly with the committee in Toronto, a report was prepared and submitted before the Committee on Banking and Commerce, showing the points of danger to our manufacturers. After a very severe struggle and debate the Bill was finally defeated.

MACHINERY TAX.

This is a matter of vital importance to all manufacturers in our city. The difficulty being to know just what should be taxed and what should not. The city assessors claiming a more extended range of machinery as taxable than our manufacturers are willing to admit, and which they consider as very unfair and onerous, and should be vigorously opposed.

A circular issued by Mr. Felix Marois, Registrar of Councils of Conciliation and of Arbitration Department of Public Works, has been in the hands of members of your committee, but so far no action has been taken by us in this matter.

LECTURES.

It has been suggested as a feature by which manufacturers could be more closely brought together and engage their attention in promoting the interests of manufacturing in Canada, that a series of lectures or addresses be delivered under the auspices of this Branch Association in this city, by prominent men largely interested in Canadian industries. Time has not allowed to carry out this scheme, but we recommend the future board to take this matter into consideration at an early date.

Prior to leaving on a trip to England our chairman, Mr. Frank Paul, tendered his resignation as chairman of our committee;

this matter has been held over for consideration at this meeting.

Your committee desires to express its sense of appreciation on the ability displayed by the parent association in the successful undertaking of the new "Trade Index" which has been placed in the hands of every member of the Association.

The members of this branch of the Association feel pleased and satisfied at the decision made by the Central Executive to hold this year the annual meeting of the Association in our city, and as a mark of its appreciation, and being the first general meeting of the Association in Montreal, your committee resolved to tender a banquet at the close, to be complimentary to members attending outside the city.

Your committee expresses the hope that its action will meet your approval, and that every member of this branch of the Association will extend a hearty welcome to those coming from a distance to attend this convention.

The whole respectfully submitted on behalf of the committee.

F. PAUL,

Chairman.

W. ROACH,

Secretary.

The next business was the nomination of officers to represent the Montreal members on the general Executive Council of the Association.

Moved by Mr. Ballantyne, seconded by Mr. Watson, that Mr. McMaster be nominated for President of the Association.

After Mr. McMaster stated his inability to accept the nomination, and after discussion, the matter was left in his hands pending his reply to the meeting to be called subsequently.

The following members were then nominated to the general Executive Council: Messrs. Frank Paul, Hon. J. D. Rolland, W. W. Watson, Robt. Munro, A. E. Ogilvie, J. J. McGill, Wm. McMaster, Jas. Davidson and C. C. Ballantyne.

The local committee was then appointed, consisting of the nine members of the Executive Council of the whole Association and the following additional members: Messrs. Geo. W. Sadler, Edgar McDougall, T. J. Hagar, Henry Miles, George Esplin, R. R. Stevenson, J. C. Holden, Jas. R. Wilson, R. Gardner, E. Tougas, J. E. Matthews, and Jno. Baillie.

SUBSEQUENT MEETING.

At a subsequent meeting of the Executive Committee of the Branch to which the membership generally was invited, Hon. J. D. Rolland was elected Chairman of the Montreal Branch.

Mr. J. J. McGill was also nominated as

Quebec Vice-President of the General Association, and Robert Munro received a unanimous nomination for the position of President of the Canadian Manufacturers' Association.

EXECUTIVE COMMITTEE MEETING,

Toronto Branch.

A meeting of the Executive Committee of the Toronto branch was held in the offices of the Canadian Manufacturers' Association, October 30th, at 2 p.m., Mr. J. O. Thorn in the chair.

Others present were: Messrs. W. K. George, H. G. Nicholls, O. Newcombe, R. J. Christie, W. B. Rogers, Thos. Riden, R. A. Donald, W. P. Gundy, J. F. Wildman and J. H. Paterson.

The first matter to receive the attention of the committee was the especially sad death of Mr. W. E. H. Massey, a member of the association and of the Toronto branch.

It was unanimously resolved that the following resolution be conveyed to the family of the late Mr. Massey, as an expression of the appreciation of his business associates in manufacturing.

WHEREAS, God, in His infinite wisdom, has seen fit to remove from our midst, by death, our friend and associate, Mr. W. E. H. Massey, one of the most valued members of our association;

We, as an association, desire to place on record our appreciation of his sterling worth, his high character as a man, and his valuable qualities as a friend and business associate.

We shall miss his wise counsel and advice, and feel that a vacancy exists which cannot easily be filled. He was a public-spirited citizen in the highest sense of the term.

We, therefore, instruct our secretary to convey to the family of the late Mr. Massey, the heartfelt sympathy of the men who were his associates in business life.

It was also resolved that the president, vice-president and secretary of the association and the chairman of the Toronto branch attend the funeral.

The question of elevator inspection was raised, and the secretary was instructed to forward a letter to the City Council asking that all elevators that are inspected by insurance companies should be exempted from any inspection that the city might provide.

It was also resolved, that any action looking to legislation affecting the use of smoke consumers, or relating to the street car service, be left over in the meantime.

Resolved, that Mr. E. M. Wilcox act as secretary of the branch, and that the general secretary of the association be an ex-officio member of the committee of the branch.

NEW MEMBERS.

Admitted to the Association during the past month

PROVINCE OF QUEBEC.

Acme Can Works, Montreal.
Beaver Rubber Clothing Co., Montreal; rubber clothing mfrs.

David Campbell & Son, Montreal; barrels.

Canada Leather Co., Pt. St. Charles; sheep skin leather.

The Dominion Wadding Co., Montreal; cotton battings and upholsterers' stuffing material.

Robt. T. Fraser, Montreal; wool and cotton merchant and mfr.

The Gall-Schneider Oil Co., Limited, Montreal; petroleum products.

Globe Hat Works Co., Montreal; hat manufacturers.

The Gorham Co., Limited, Montreal; sterling silver articles.

Imperial Oil Co., Limited, Montreal; all products of petroleum.

Kidd, Rutherford & Co., Montreal; mfrs. of jute goods.

Lake of the Woods Milling Co., Montreal.

McCaskill, Dougall & Co., Montreal; varnishes.

McCreedy & Co., James, Montreal; boots and shoes.

Montreal Suspender & Umbrella Mfg. Co., Montreal; mfrs. of suspenders, umbrellas, shirts, etc., and safety pins.

Pilkington Bros., Limited, Montreal; plate glass mirrors, etc.

The Progress Mfg. Co., Montreal; mfrs. of ladies' and children's underwear and shirt waists.

Skelton Bros. & Co., Montreal; mfrs. shirts and collars.

St. Johns Straw Works, St. Johns, Que.; straw hats.

Stewart, Allan & Le Maistre, Montreal; shirts, collars, cuffs, ladies' waists (cotton and silk), etc., etc.

Tooke Bros., Limited, Montreal; mfrs. of shirts, etc.

J. R. Walker & Co., Montreal.

Watson & Son, John, Montreal; architectural iron work.

Wilkins, Robt. C., Montreal; shirts, overalls, clothing, specialties and ladies' skirts.

PROVINCE OF ONTARIO.

S. Brown, Toronto; carriages, etc.

Canadian Locomotive Co., Limited, Kingston; locomotives.

Canadian Carpet Co., Milton; carpet mfrs.

Cargill & Son, H., Cargill, Ont; lumber, etc.

Consumers' Tobacco Co., Limited, Leamington; tobacco mfrs.

Cumming Milling Co., Lyn, Ont.; flour and meal, and special foods.

Ellis, Jonathan, Port Dover, Ont.; mfr. of woollen goods.

Guelph Carpet Mills Co., Guelph; carpet mfrs.

Imperial Cotton Co., Limited, Hamilton, Ont.; cotton ducks and twines.

The Knechtel Furniture Co., Limited, Hanover, Ont.; furniture mfrs.

Ontario Wheel Co., Limited, Gananoque, Ont.; carriage wheels.

Perth Woollen Co., Perth, Ont.; mfrs. yarns, hosiery, mitts, fancy tweeds, cheviots, cassimers, freize and felt goods.

E. H. Phelps & Co., Merriton, Ont.; mfrs. of spokes and bent goods.

Riordan, Chas., second member from the Riordan Paper Mills, Limited, Merriton; mfrs. news, building and sulphite pulp.

Royal Carpet Co., Guelph, Ont.; mfrs. of carpets.

Ward, Henry C., Leamington, Ont.; tobacco mfrs.

TORONTO MANUFACTURERS' ARCH.

TORONTO, Nov. 4th, 1901.

T. A. Russell, Esq., Secretary Canadian Manufacturers' Association.

DEAR SIR,—I am directed by the City Council of Toronto to gratefully acknowledge the enterprise and liberality of the manufacturers in erecting the beautiful arch on College street, on the occasion of the reception of Their Royal Highnesses the Duke and Duchess of Cornwall and York.

Your obedient servant,

(Sgd) W. A. LITTLEJOHN,
City Clerk.

Perhaps nothing could have been of greater benefit to Canada than the Pan-American exposition just closed at Buffalo. In almost every line of exhibits she has obtained high awards, and in many instances has been granted the highest possible distinction. Her mineral exhibit was especially good and was a surprise to many who were under the impression that Canada produces nothing but ice and snow. The Mica Boiler Covering Co., of Montreal, was granted the only gold medal awarded to a private exhibition in the Ontario section, and also one of the three awarded to the Ontario mineral exhibits. Their exhibit was certainly a very creditable one, and they scored a signal success in the mines building and were congratulated by the manager in charge of the mines section upon the distinction thus gained.



EX-PRESIDENTS OF THE CANADIAN MANUFACTURERS' ASSOCIATION.

1. P. W. ELLIS, Toronto, President, 1900-1901.
2. W. H. LAW, Toronto, President, 1894.
3. EDWARD GURNEY, Toronto, President, 1879-1880.
4. R. W. ELLIOT, Toronto, President, 1885.
5. W. K. McNAUGHT, Toronto, President, 1891-1892.
6. The late JAMES WASTON, Hamilton, President 1877.
7. D. W. KARN, Woodstock, President, 1897.
8. BENNETT ROSAMOND, M.P., Almonte, President, 1890.
9. JOHN BERTRAM, Dundas, President, 1893.
10. J. F. ELLIS, Toronto, President, 1898-1899.
11. The late THOMAS COWAN, Galt, President, 1886.
12. The late W. H. HOWLAND, Toronto, President 1877-1878.
13. ROBERT McKECHNIE, Hamilton, President, 1876.
14. A. E. KEMP, M.P., Toronto, President 1895-1896.
15. The late W. H. STOREY, Acton, President, 1887-1889.
16. The late JOSEPH SIMPSON, Toronto, President, 1874.

The Canadian Manufacturers' Association.

A Retrospect.

THE present is an opportune time in the history of the Canadian Manufacturers Association, now that it has just completed, a very successful year, to cast a glance backward over its long and useful career, and to recall the conditions which led to its formation some thirty years ago.

EARLY TRADE CONDITIONS.

To understand the origin of the Canadian Manufacturers' Association it will be necessary to refer for a moment to the economic conditions which prevailed in Canada in the later sixties and early seventies. As our readers are well aware, during the period of the Reciprocity Treaty with the United States (1854-1866) Canada enjoyed a high state of prosperity, largely due to the demand which existed for her produce in the United States, which were then engaged with the Civil War.

With the conclusion of the war, however, and the renewal of industrial activity in the United States, things were changed. An abnormal reaction from the previous inactivity took place on the other side, resulting in over production, which together with other causes led to the depression of 1873.

The effects of this depression were very keenly felt in Canada, for while the United States had abrogated the Reciprocity Treaty and had imposed quite a high tariff to shut out Canadian goods, Canada allowed United States goods to come in to this country at a low revenue tariff. The result was that Canada became a dumping-ground for United States surplus manufactured articles, which had to be got rid of even at a sacrifice. This was of course disastrous to Canadian industries and commencing about 1873 there was a very serious depression.

It was now that the question of free trade and protection became a live issue in Canada. Prior to this time, although protection principles had been advocated, as early as 1854, by such men as Mr. John McLean and Hon. Isaac Buchanan, who were the real fathers of the National Policy, free trade, or rather a revenue tariff only was the system accepted almost universally as most suitable for Canada. A "National Policy" was laughed out of the House of Commons, and amongst Boards of Trade it was the custom to decry any member as an extremist who declared for a policy calculated to foster the manufacturers. Once dubbed a "Protectionist" the name served as the mark of an unreasonable, crotchety sort of being, whose early education had been sadly neglected, he would be deluged with volumes of Adam Smith, J. S. Mill, Dr. Chalmers,

Sismondi and Ricardo, and confuted if not extinguished to the entire satisfaction of the victorious "Free Traders."

Then again, scattered and disorganized, the few men who represented the manufacturing industries of Canada up to thirty years ago wielded no political power and had no political influence whatever. As the Government was in control of free traders all applications for the adoption of some system by which their industries might be encouraged and protected were repulsed and the applicants given to understand that their industries might survive or perish, but no Government aid or encouragement might be expected.



THE LATE W. H. FRAZER.
Dominion Appraiser. First Secretary of the Association.

Both parties at this time were averse to protection, and when a deputation of manufacturers waited upon the Government of the day at Ottawa they were told "to work harder and eat less" as the only way out of their difficulties.

This was a crisis which demanded prompt and organized action, and in defense of their interests a number of manufacturers banded together for the purpose of awakening public interest and formulating a sentiment, the demand of which should result in a radical change of policy on the part of the Government.

Meetings of the manufacturers for this purpose were held as early as 1871, but were at first of a tentative character and no permanent organization was formed. In 1873 we learn that a meeting of the manufacturers of Ontario was held at the provincial fair at London, for the purpose of discussing various matters of common interest. It was resolved to form a Manu-

facturers Association open to all Canadian manufacturers. The objects of the association were explained to be the regulation of certain matters of mutual importance, but which in the absence of united interests had been hitherto allowed to go by default. At subsequent meetings the organization of the Association was completed and on February 20th, 1874, an important meeting was held at the Rossin House, Toronto. The object of this meeting, as explained by Mr. Joseph Simpson, was to consider what measures should be taken to secure an increase in the tariff and to promote the manufacturers' interests generally. The general committee submitted a report recommending a definite set of duties on different articles, which were or might be made in Canada. This report was adopted.

The meeting attracted considerable attention at the time, and had a marked effect. The definite recommendations as to what rate of duty should be imposed on the various classes of manufacture seeking protection placed before the public in a clear light just what it was the manufacturers were seeking. Hitherto the question of free trade and protection had been discussed in the abstract. But the action of the manufacturers brought the discussion to a point and tended to prevent misunderstanding and misrepresentations; instead of splitting on general and ill defined terms the question with the manufacturer now became: Do you or do you not approve of our policy, and will you lend it your influence and support? The effect with the public was to direct attention to the importance of developing Canadian industries and to diffuse light upon the subject of what was the best for our national interests.

In its early years the Association had a hard struggle for existence, owing to the difficulty of getting the manufacturers together and also to the smallness of their numbers. It was re-organized however, in 1875, as the Ontario Manufacturers' Association, and from this date its history really begins. Its objects were laid down as follows:

To secure by all legitimate means the aid of both public opinion and governmental policy in favor of the development of home industry, and the promotion of Canadian manufacturing enterprise.

To enable those in all branches of manufacturing enterprise to act in concert as a united body whenever action in behalf of any particular industry or of the whole body is necessary.

To maintain Canada for the Canadians.



A. W. WRIGHT, TORONTO.
Successor to the late Mr. W. H. Frazer as Secretary.

Down to 1878, when Sir John A. Macdonald was returned to power, the efforts of the Association were chiefly directed along the lines marked out to the bringing about of a tariff system which would protect home industries. In fact, it may be safely said that to the organization afforded by the Association was mainly due the triumph of this policy in 1878. When the time came to frame the new tariff, moreover, the Association was able to render valuable assistance to the Government by furnishing information, and offering suggestions as to what duties were required to foster the various industries. In fact, the tariff as adopted was practically a result of the suggestion of the Association. This came about in the following manner. At a meeting in Toronto it was suggested by Mr. Edward Gurney, then president, that the members of each manufacturing industry should retire to a separate room and there draft a tariff covering its own articles which it considered would be most satisfactory and just. This was done. The idea was passed on to the Montreal Manufacturers' Association which also acted upon it. The two associations then met in Ottawa and agreed upon a tariff which was submitted by the president to Sir Leonard Tilley with the advice that it be adopted as it stood. With very few exceptions the tariff which was proposed by Sir Leonard Tilley in his budget speech that session was the same as that suggested by the Manufacturers' Association, and this tariff has remained practically unchanged ever since.

Since 1879 the Association has devoted itself to the guarding of the cause of protection in Canada and dealing with tariff grievances of individual industries. Under the secretaryship of Mr. Frederic Nicholls, from 1885 to 1891, it was exceedingly prosperous, a condition which was due largely

to the energy and ability of Mr. Nicholls himself. The work of the Association at this time was not by any means confined to tariff matters, but branched out in many other directions, such as the encouragement of export trade and the advocacy of technical education, all aiming at the development of the manufacturing industries of Canada. In 1887 the name was changed from the Ontario Manufacturers' Association to the Canadian Manufacturers' Association, thus making it a Dominion organization.

From 1891 down to about a year and a half ago, the attention of the Association was given mainly to tariff matters, but as the tariff remained fairly satisfactory the Association lost considerably in vigor and aggressiveness.

NOT A POLITICAL ORGANIZATION.

The Canadian Manufacturers' Association has been accused of being a political organization. This accusation is however incorrect. Not a dollar of the Association money has ever been spent, directly or indirectly, for political purposes. While members have in many cases taken an active part in the elections, it has been in their private capacity and not as members of the Canadian Manufacturers' Association. Not all of the members belonged to the same political party. Those who were favorable to the support of the Conservative Government, because they believed that through their success the permanency of the National Policy would be secured, banded themselves together at each election in a separate organization known at different times as the Manufacturers League, the Industrial League and the National League, the sole object of which was to assist in the election to parliament of gentlemen who would support a policy of protection to Canadian industries. This assistance was rendered exclusively by the publication and distribution of literature favorable to protection and by supplying speakers to proclaim on the political platforms throughout the country the attitude of the manufacturers to the question of protection which is the right of every citizen. Such action was perfectly legitimate. These organizations considered that they had the same right to further the doctrines of protection that the Cobden Club had to promulgate the doctrine of free trade. No money was ever spent by these Leagues in any other way than that indicated.

ITS LATER WORK.

About a year and a half ago the Association received a new lease of life when it was thoroughly reorganized and its work extended along other lines such as railway and transportation matters, legislation, the encouragement of export trade and other miscellaneous lines of work. Some idea of what has been accomplished during the past year may be gathered from the contents of this issue.

The Association to-day may be said to be an organization consisting of all classes

of manufacturers from every province of the Dominion, banded together to promote their common interests and to build up by organized effort in every legitimate way the manufacturing industries of the country. The membership is now 900 strong, larger than ever before, and is rapidly increasing. Its prospects of future usefulness are exceedingly bright, and its members may look forward with confidence to seeing it play an important part in the material development of the country. With regard to tariff matters important questions will likely come up for decision in the near future, and the Association will doubtless again be called upon to render valuable assistance to the Government, by placing before it such recommendations as it may deem in the best interests of the great producing class of the population which it represents. This assistance will be all the more valuable now that the tariff question has practically been removed from the realm of party politics.

It might be added here that the membership of the Association is now so thoroughly representative of all the manufacturing industries that its recommendations may be looked upon as those of Canadian manufacturers as a whole; and consequently must carry great weight.

THE TERM "AMERICAN."

The following letter, which was read and approved of by the Executive Council at its last meeting reopens a subject of direct interest to all who are looking to the development of a Canadian export trade:

"The Secretary Canadian Manufacturers' Association.

"Dear Sir,—I consider that it is time that the Canadian Manufacturers' Association take a firm and decided stand against the misleading use of the name 'American' which is almost invariably applied by the press and public to the products and inhabitants of the southern portion of North America north of Mexico, and, while I do not think it desirable that the term 'American' should be applied to Canadians and Canadian products, still, we are just as much Americans as the people who live in the United States.

"The export trade that we are endeavoring to build up is likely to suffer very severely by being classed as 'American,' thereby advertising and giving the people of the United States credit for many articles that are produced in and exported from Canada.

"I think it is important that immediate steps be taken towards securing the co-operation of the press throughout the British Empire so as to hereafter insure the term 'American' being dropped when referring to the people and products of the United States, and that short articles relating to the location, extent, climate and resources of Canada, be published from time to time, with a view to giving the people of the Empire a more general knowledge of Canada, and I, therefore, desire to make a motion at the next meeting of the Executive Council, to the effect that you be instructed to correspond with the leading publishers of news and trade papers upon this subject.

"Yours truly,
"J. O. THORN."

AUSTRALIAN TRADE SITUATION.

Communication from Mr. Th. de Schryver, Representative of the Canadian Manufacturers' Association at Brisbane, Queensland.

Secretary, Canadian Manufacturers' Association, Toronto,—

Dear Sir,—The Australian trade at this moment is very much upset. For some months the new Federal tariff has been expected, which has been a great impediment to the Indent business; merchants did not want to order before the tariff was known. It was, at last published, on the 8th of this month, and put at once into force. As anticipated by many, it proves to be a compromise tariff. Neither the rabid Victorian Protectionists nor the New South Wales Free Traders are satisfied. The other States are not particularly hit, the new tariff, with a few exceptions, being framed on their lines.

I send you a copy of the Tariff, as it appeared in the Brisbane Courier, giving, at the same time, a comparison with the old Queensland tariff.

New South Wales having been a "Free Trade" country, certainly fares the worst. An all round duty of from 10 to 15%, for revenue purposes only, was expected, but no one dreamed of a 25 per cent. average.

There is no doubt that in framing the tariff, Victoria, the manufacturing State of the Commonwealth, has had a great influence, and if she did not get all she wanted, she can be well satisfied with the result, and her industries will go up by leaps and bounds. New South Wales, in anticipation of the tariff, has been stocking enormously, hoping to disgorge into the other States, as soon as the interstate free trade would be proclaimed. However, though interstate free trade has been granted, on the same day that the new tariff was published, the Federal Government have decided that such free trade shall only be allowed on goods made or produced in Australia. All foreign made goods, when exported from one State to another, have to pay the same duty as if they came from outside.

This clause naturally affects New South Wales very much, and will cause a terrible slump in the market, as many merchants cannot afford to keep their capital locked up for an indefinite time.

Against this disadvantage, on the part of N.S.W., Victoria has the advantage of swamping all the other States with her manufacturers, N.S.W. included, free of duty. Consequently the feeling in Sydney is very bitter.

Another cause for grumbling is that the tariff, though not yet sanctioned by Parliament, has been put in force at once, with the proviso that any differences arising later on, through the lowering or raising the duty on certain lines by Par-

liament, will be refunded or collected as the case may be. This naturally puts everything on loose screws, as certainly great changes will be made before the tariff has been definitely fixed.

On the other hand, it was a clever stroke of the Federal Government to follow this course, as otherwise the debates in Parliament would have delayed action for an indefinite time. As it is, the Bill has to be thrown out in its entirety, which will cause no end of financial confusion, and the Opposition will think twice before they will face this responsibility.

I fear the new tariff will affect many of the Canadian manufacturers, particularly those of wearing apparel, etc. The duty on boots, for instance, is practically prohibitive.

Queensland, which has lost nearly one-third of its live stock through drought, is now faced by another calamity, namely, the destruction of one of its main industries, the manufacturing of sugar. Northern Queensland, being tropical, and particularly in those parts which are suitable for sugar cane growing, having a sweltering hot climate white men were not considered fit to do certain work in connection with cane growing, particularly the cutting of the cane. Anyhow, the white men who tried it gave it up in disgust. In order to get the necessary suitable labor, it has for years been the practice to indent Pacific Islanders (Kanakas). This was done under Government supervision, and the contract Kanaka had to be returned, free of charge, to his island, as soon as his term was over. That the men were well treated has been proved over and over again by the fact that many of the Kanakas returned several times to Queensland. The political cry, however, is for a "white" Australia, and consequently the Federal Premier has introduced a Bill to the effect that the importation of alien labor has to be curtailed this year, and will be entirely forbidden five years after the Bill has been passed.

There are over 2,600 sugar plantations in the colony, and the capital invested is said to be as much as fifty million dollars, which is considered to be as good as lost, if the proposed Bill becomes law. Needless to say that the proposed measure will do a lot of harm in the beginning. A good many planters are indebted to the banks, and their position will become very precarious. Five years, with a yearly curtailment, is considered too short a period in which to adapt the industries to the new state of affairs, or to

substitute another culture more suited to white labor.

Taking all the circumstances into consideration, it is no wonder that for the moment trade seems paralyzed, and it will take some time before the needed equilibrium has been found. Australians, however, are accustomed to face dangers of any kind, their common sense, their enterprise and indomitable courage will overcome all difficulties. Meanwhile the export trade to the Commonwealth will have a hard time of it. Canadians in particular will have to look out for better shipping facilities, and must keep on agitating for an Imperial preferential tariff. They will have to compete, not only with the outside world, but also against the industries, which undoubtedly will spring up under the fostering new fiscal policy of the Australian Commonwealth.

I send you a series of newspapers, which will give you any details you may want to know about the tariff, and the Kanaka question, and remain, dear sir, most sincerely yours,

TH. DE SCHRYVER.

Brisbane, 10th October, 1901.

ELASTICITY OF MANUFACTURING.

In the first quarter of the current fiscal year, July-September, the exports of Canadian manufactures have increased $7\frac{1}{2}$ per cent. over those of the corresponding period of the nine previous years. This gives some idea of the elasticity of the manufacturing business of Canada. For during the same three months of this year the exports of the mine decreased 8 per cent.; of the fisheries 7 per cent.; of animals and their products 10 per cent., and of agricultural products $5\frac{1}{2}$ per cent.; forest products showing an increase of 1 per cent.

ADVERTISING AGENT.

Engagement wanted by business man of large experience, capable of management, promoting, obtaining specially desired information, or any fine, difficult work. Highest references, including this Association. Address the Secretary.

MECHANICAL ENGINEER AND DRAUGHTSMAN.

Mr. John Dongan, 69 Cadder street, Pollokshields, Glasgow, is looking for a position in Canada as a mechanical engineer and draughtsman. He has a good technical education and considerable practical experience, is a Whitworth scholar, and has a first-class knowledge of chemistry and metallurgy, in which he is an Honor man. He has also been a member of the council of the Geological Society of Glasgow. Mr. Dongan would be glad to hear from any Canadian firm who might wish to avail themselves of his services and will be pleased to furnish particulars and reference.

Canada's Exports of Manufactures.

By George Johnson, F.S.S. (Hon.), Dominion Statistician, Honorary Member of the Canadian Manufacturers' Association.

Canada has exported since Confederation—i.e., from July 1st, 1867, to June 30th, 1901, thirty-four years—home products to the value of \$2,938,020,677. These exports have been products of the farm, the mine, the fisheries, the forest, the workshop and the factory.

To whom have we sent these products? Our best customer during the thirty-four years has been the Mother Country. She has taken more than one-half of the whole, or \$1,535,099,644. Our next best customer during these thirty-four years has been the United States, which country has taken \$1,110,332,883, or \$424,766,761 less than the United Kingdom.

The British West Indies come next, with purchases from us amounting to \$65,242,287. Newfoundland has taken \$54,663,272; France, \$16,551,550; Germany, \$12,873,446, and all other countries, \$143,257,595.

Great Britain began in 1868 by taking about \$18,000,000 of our products. By 1872 she had got beyond \$25,000,000; by 1882, nearly \$40,000,000; by 1892, nearly \$55,000,000, and in the last four years, 1898—1901, the average of her purchase of our own products from us has been nearly \$92,000,000 a year.

Taken in the large, the United States has shown no such activity in buying from Canada. In 1868 the purchases of that country from us amounted to under \$22,500,000. By 1872, these had increased to nearly \$30,000,000, and by 1882, to \$41,700,000. In 1892 they were \$31,300,000.

Down to 1899, the figures of 1882 were the highest of the series of years. In 1890, there was a sudden jump from \$34,700,000, in 1899, to \$52,500,000, and in 1901 another jump carried the purchases of the United States to \$67,984,000. An analysis of the purchases made by the United States from Canada in 1901 shows (1) that there was an increase of \$33,217,000 over 1899, in fact the purchases were almost doubled—95.7 per cent. of an increase; (2) that this increase is largely due to purchase of mineral output, \$25,700,000 of the \$33,217,000 being due to this fact; (3) that of this increase of \$25,700,000, \$21,000,000 is due to gold sent chiefly from the Klondyke; (4) that there was a fair increase in the other divisions, the fisheries being entitled to claim about 3 per cent., the forest nearly 7 per cent., animals and their products, 2 per cent.; agricultural products, 5 per cent., and manufacturers, 5½ per cent., leaving about 77 per cent. to represent the increase due to the export of gold, copper, lead, iron, ore, etc.

In a general way the purchases of

Great Britain, measured in dollars, have increased four and one-fifth (4 1-5) times and those of the United States about three (3) times what they were in 1868.

Great Britain, which purchased in 1868 four and four-tenths millions of dollars less from us than the United States did, bought in 1901 fifteen millions more in spite of the great increase due to the transfer of our Klondyke gold to Seattle and San Francisco.

Of this large sum of \$2,938,020,677—the produce of Canada sent out of the country for the purpose of finding a market—the export of our manufacturers amounted to \$1,194,260,859, or 40.6 per cent. of the total value of the exports of Canada's home production.

These exports of home manufacturers are divided thus:

EXPORTS, 1868-1901.	
Cheese	\$255,571,302
Butter	70,590,296
Flour	71,252,581
Wood manufactures	638,264,192
Ships	17,528,686
All other manufactures	141,053,802
Total	\$1,194,260,859

The development which has taken place during Confederation is seen in a comparison of the first five years with the last five years—1868—72 with 1897—1901.

In the first five years the total exports were \$269,072,707. In the last five, they were \$733,359,780, an increase of \$464,287,073, or 172½ per cent. The manufacturers' specified increased in the same time 157 per cent., from \$118,034,905 to \$303,294,387. All other exports increased from \$150,987,802 to \$430,055,393 or 185 per cent.

Some of the specified manufactures have made great progress as the following table shows:

Export.	Per cent.
Cheese, increase.....	17 68
Butter "	24 35
Flour "	56 04
Wood manufactures, increase.....	70 60
Ships, decrease	81 50
Other manufactures, increase.....	448 81
All other exports "	184 80

With the exception of ships, there has been marked increase in the several branches of our manufactures, as above divided.

Cheese has increased from \$4,794,791, in the first five years of our Confederated existence to \$89,579,042; wood manufactures from \$77,024,398 to \$131,397,070, and "other manufactures" (not including ships, wood manufactures, flour, butter and cheese), have increased from \$8,843,073 to \$48,532,064

Analysis shows that in the several classes of manufactures there have been great changes in the proportion of each to the whole. For instance, cheese, which in the first five years of the Confederation formed but 4 per cent. of the total exports of manufactured articles, formed in the last five years, 1897—1901, nearly 30 per cent. of the total, and at the same time constituted 12.20 per cent. of the total exports of all home products against 1.80 per cent. in 1868—72.

In 1868—72 butter formed 11.07 per cent. of the total of manufactured goods of Canadian make exported, and in 1897—1901 it had fallen to 5.35 per cent. Flour was 9.10 per cent. of the total manufactures exported by Canada in 1868—72, and 5.56 per cent. in 1897—1901. Wood manufactures, which formed 65.23 per cent. of the exports of Canadian made products in 1868—72 formed only 43.32 per cent. of these in 1897—1901. Ships fell from 3 per cent. to 0.21 per cent., while "other manufactures" rose from being 7.48 per cent. of the total of the first period to 16.03 per cent. of the total export of goods made in Canada in the 1897—1901 period.

Manufactured articles, classed under "other manufactures," and manufactures of wood not including sawn lumber, are generally classed by the United States as manufactures. Cheese and butter, flour and the product of sawmills are not classed with manufactures. I do not see why the distinction is made. It arose at first from the fact that cheese and butter were articles made on the farm. In the early days there were no factories requiring as great skill to manage as the iron and steel works.

But in order to afford the means of comparison, take the old-fashioned way. Canada (using the old definition of manufactures still found in the Trade Returns of several countries), has exported \$62,009,088 worth of manufactures in the period 1897—1901, against \$12,637,037 in the five years, 1868—72. This is an increase of \$49,372,051 or 390.6 per cent. Nearly four times greater in the last five years than in the first five of the period under review.

It is in this \$62,009,088, representing the higher forms of manufactures of wood (\$13,477,024), and in "other manufactures" (\$48,532,064), that we must find the various kinds of manufactures which have contributed to the development of our export trade in manufactures.

In the case of manufactures of wood in 1868, the value of these exports, no

In a word, great statesmen are agreed that a nation well placed can become great through the development and distribution of its extractive and constructive industries.

That Canada is well placed on the globe is clear. A look at the map shows first, that on the west she has access by the shortest great sailing circle to China and Japan, with one-third of the human race within their borders: (2) that on the east she has two routes to Europe, the northern *via* the Straits of Belle Isle for the heated summer term, and the southern for the remainder of the year, both shorter—the first by 400 miles, and the second by 580 miles—than the routes available for New York.

That Canada has the materials upon which "Labor with its hundred hands knocking at the gate of the morning" may work, and by the aid of capital transform them into articles of utility and elegance to supply the needs of the nations I hope to make evident.

The resources of Canada are (1st) her fertile soil, her immense forests, her marvellous and widely distributed water power, her abundant mineral deposits, and her varied and extensive fisheries; (2nd) the great capacity of her people through natural aptitude to make the most of their advantages and to adopt all modern appliances best calculated to secure the paraphernalia of the most advanced civilization.

Taking the extractive industries we have

1—AGRICULTURE.

The agricultural capabilities of Canada are vast. Of the nineteen hundred million acres composing her area not one-thirtieth part is occupied and not more than one acre in every hundred is under crop. Yet the exported surplus from the farms during the last 33 years amounts to 1,380 million dollars. That is at the rate of forty-two million dollars a year. The growth is shown by the fact that in the first year of the series the surplus available for export had a value of \$19,700,000 and in the last year of \$83,675,000—an increase of $4\frac{1}{4}$ times, while the population increased in the same time by one-half. The per head surplus exported in the first year was \$5.42, and in the last year \$15.50.

Of this total of 1,380 million dollars, 765 millions represented the exported surplus of animals and their products.

On the list of these products cheese holds a high position, over 250 million dollars' worth of Canadian make having been exported.

In dairying, Canada exceeds all other countries in the exportable surplus.

Great Britain and Ireland import about 265 million pounds' weight of cheese each year. Canada supplies about 60 per cent. of the whole. For every 40 pounds sent to England by all the other countries of the world, the United States included, Canada sends 60 pounds. Thus she is first and all the others "nowhere."

The census showed that there were 170 creameries in the Dominion in 1890. The

farmers woke up to the fact that there was a large market for butter in the United Kingdom, 227 million pounds being imported in the year. They woke up to the further fact that they sent to England only one pound of butter to every 132 pounds sent by other countries. The energy and skill of the farmers changed all that. The number of creameries increased rapidly, and in 1899 there were over 1,100, well-equipped, many of them supplied with cold storage, and all with the most modern improvements. In 1899 Canada sent to Great Britain one pound for every 13 pounds sent by other countries, the amount imported by England from all countries increasing in the same time from 227 million to 380 million pounds.

A few years ago Canada was a large importer of fruit of all kinds without being an exporter to any great extent. In 1879 she imported over a million dollars' worth of fruits and exported \$150,000 worth. Canadian fruit-growers put their shoulders to the wheel and the result is that in the two years 1899 and 1900 the exports of apples of Canadian growth paid for all the import by Canada of all kinds of fruit with three million dollars or more to spare. Canadians paid for their imports of pineapples, bananas, oranges, lemons, figs, currants, dates, grapes, peaches, plums, and limes, &c., with the exported surplus of their apple orchards and had over three million dollars balance on the right side of the account.

The capabilities of Canada as a wheat-grower are limited only by the price paid for wheat. Given a good price the wheat can be provided. In the prairie province of Manitoba there are 40 million acres of land surface, of which fully 30 millions are suitable for wheat-raising. The actual average yield for the last ten years (1891-1900) is over 20 bushels to the acre. These figures give a possible total of 600,000,000 bushels as Manitoba's contribution to the world-demand of 2,000 million bushels yearly. In the North West Territories in two years wheat-growing has produced results that foreshadow the importance of that portion of the Dominion of Canada as a wheat-field. The average is over 19 bushels to the acre against a world average of 12.7 bushels and a United States average of 12.2 bushels. In Northern and Central Alberta the yield of wheat for 1890 averaged 24.75 bushels to the acre—a higher average than that of Ontario, and still higher than that of Ohio, which latter is somewhat over 14 bushels. When it is recalled that there are over 720 million acres in the North-West all south of the sixtieth degree of north latitude (the northern limit that experts have fixed for successful wheat-raising), and that 80 per cent. of the area is south of the 55° of north latitude, the possibilities of Canada's North-West present

themselves in a very vivid manner. In the older settled Province of Ontario the average for 17 years is 20 $\frac{1}{10}$ bushels per acre of fall wheat. There are in Ontario 140 millions of acres, nearly all lying between the 42° and 50° north latitude.

These illustrations show the agricultural and pastoral resources of the country, and indicate the energy of the people.

2—FORESTS.

A far-seeing economist of this American hemisphere has affirmed that "the nations or States in which food, fuel, metal and timber may be produced at the highest relative rates of wages and at the lowest money cost per unit of production will thereby be enabled to apply labour-saving machines to other branches of productive industry in the most effective manner."

The nation which possesses this four-fold combination in greatest abundance must be, in the long run, at the head of all nations.

When a boy I was initiated into the mysteries of rope making by being informed that "when a twister a twisting would twist him a twist, with three twines he doth intwist;" and to impress upon me the need of uniformity in strength I was further told that "if one of the twines untwisteth, the twine that untwisteth untwisteth the twist."

In nation-making four twines are needed and of these the timber is the most important, simply because it is the most likely to give out first and thus destroy the combination of material forces necessary for enduring pre-eminence. The forests of Canada are the largest in the world. The spruce forests, which are capable of supplying for many years the needs of the world in pulp wood for paper, extend across the continent from Nova Scotia and Labrador on the east to the western boundary of the Yukon Territory, a distance of 3,700 miles and have an average breadth of 70 miles, thus showing Canada to possess an area of spruce forests of 2,590,000 square miles, the greater part of which is covered with black spruce, the most valuable of all woods for the manufacture of wood-pulp. A direct line drawn from near Kingston, Ontario, in a north-westerly direction along the central axis of this spruce belt the many-mouthed Mackenzie River would have a length of 2,900 miles. It would take a horseman, travelling continuously at a rate of 50 miles a day, eight weeks to pass through the part of the spruce forest lying to the north westward of the Thousand Islands of the St. Lawrence.

The pine forests of Canada are of great extent. Since the union of the British provinces and the creation of the Dominion of Canada in 1867 (33 years) there have floated down the Ottawa river to and the Federal capital an average of four

lion sawlogs every year; 132 million logs from but one of the pineries of the Dominion.

The production of logs of pine and other species in the census year of 1891 was 33½ million standard logs.

During 33 years (1867-1900), Canada has supplied her own wants, and, besides, has sent over her borders to the countries of the world, products of the forest unmanufactured and partially or wholly manufactured to the value of \$822,000,000.

This amount, which is the declared value for custom's entry at the ports of shipment, would pay the net public debt of Canada three times over. It is 37 million dollars more than the whole amount gathered in by taxation for federal purposes during the period 1867-1900.

The forests of Canada cover about 38 per cent. of her whole area, while those of the United States, which, including Porto Rico and the Philippines, is a country of smaller area than Canada, do not cover, according to Mr. Fernow, more than 25 per cent of its area.

One hundred and twenty-three species of trees are found in Canada, 94 in the region east of the Rockies and 29 west of those mountains.

British Columbia is thought to possess the greatest compact reserve of timber in the world. The wooded area of this province of the Dominion is estimated at 280,000 square miles and includes many kinds of timber, among them the Douglas Fir which towers frequently 300 feet in the air and has a base circumference of 30 to 40 feet. Even this giant of the forest is outgirthed by the red cedar of British Columbia.

3—THE MINERAL WEALTH OF CANADA.

The great American, William H. Seward, referring to Canada said "to particularize the undeveloped wealth of this northern land would require volumes."

Canada comprises half of a continent, and exhibits the most varied geological conditions. It would be strange, therefore, if much of the mineral wealth of the southern part of the continent were not duplicated in the northern half. While in the production of the economic minerals other countries surpass Canada, she surpasses any one nation in the variety of her mineral deposits, and excels all in the output of particular minerals. In asbestos she surpasses Europe and the world. In nickel her production is greater than that of all other countries combined.

The development in the production of mineral wealth can be gauged in the general way from the fact that in 1900 the value of the output was about \$12 per head of the population (about the same as the United States in 1899) against \$2.25 per head in 1886.

The development of the United States in the production of minerals is very considerable. For the year 1900 the value of metallic products is given by the United States Geological Survey at \$552,418,627 and of non-metallic products \$516,690,262, making the total mineral production (including "unspecified") of the year worth \$1,070,108,889 against a total in 1888 of \$540,781,936. The metallic products in 1900 had a value of \$298,686,805 over their value in 1888, while minerals of the non-metallic class had an increased value of \$230,540,148 in 1900 over 1888.

Canada's development of her mineral wealth looks small in actual dollars by the side of the growth in the United States. But comparatively the growth has been greater in Canada.

In 1888 Canada's output was about one dollar to the United States' \$43. In 1900 it was one dollar to every \$16 of the United States' output.

The Canadian gain upon the United States' production is not by any means altogether in metallic substances such as gold, nickel, copper, &c., though the gain in this class has been the most marked, the ratio having changed from \$1 Canadian output to \$98 United States' output in 1888, to \$1 Canadian and \$13 United States' output in 1900. The production of non-metallic substances, including fuels, structural, abrasive and chemical materials such as coal, corundum, stone, salt, &c., has also more than kept up with that of the United States, for in 1888 the ratio was \$1 Canadian output to \$30 United States' output, and in 1900 it was \$1 Canadian to \$22 United States.

By percentages the increase between 1888 and 1900 in the production of non-metallic substances was 80 per cent. in the United States, and 143 per cent. in Canada.

Coal, iron, gold, silver, copper, lead, zinc, manganese, mercury, platinum, arsenic, graphite, mica, apatite, salt, petroleum, &c., are among the minerals which have added to the wealth of our country.

COAL.

The coal area of Canada is estimated at 97,200 square miles, not including areas in the far north-known but as yet undeveloped.

Those areas are included in the political division of Nova Scotia, New Brunswick, the North West Territories and British Columbia—about 20 per cent. in the Maritime Provinces of the east, 67 per cent. in the North West Territories and 13 per cent. in British Columbia.

The coal areas of Canada compare favorably with those of other countries in acreage, in quantity and in quality. France has a coal area of 2,000 square miles, Spain 4,000, Great Britain 12,000, Germany 1,700. In the United States the approximate area of bituminous coal is about the same as the Canadian area.

With respect to quantity in Canada a few illustrations will suffice. In the Pictou, Nova Scotia, coal field five seams aggregate 88 feet of coal in 513 feet depth, the main seam having an average thickness of 38 feet, of which 24 feet is marketable coal.

In the Rocky Mountains the Crow's Nest Pass coal-field has an area of 144 square miles, which Dr. Selwyn, late head of the Geological Survey, calculates contains 50 million tons to the square mile.

In Vancouver Island the coal measures of Comox are 740 feet in thickness, and contain nine seams aggregating 16 feet of coal. Experts have calculated that in the five hundred square miles of coal area on the Island there are 16 million tons to the square mile.

In the District of Alberta, North West Territories, the coal mines of Lethbridge have been in operation for a few years. It is estimated that the seam opened up at Lethbridge contains 330 million tons.

The quality of these coals has been ascertained, through numerous analyses, to be very high.

The development is satisfactory. The percentage of increase in tons of output in the States from 1888 to 1900 was for Bituminous 43% and in Canada in the same period 104%.

The position of the coal areas of Canada are exceptionally commanding. The extreme eastern and western fields are on the salt water coast line. The Provinces of Quebec and Ontario, without coal, are compensated by the possession of innumerable water falls, widely scattered, and with a combined energy equal to many millions of horse-power, capable of being applied directly or for the cheap production of electricity as a motive force.

IRON.

Canada, throughout a very large part of her territory (more than 3.6 million square miles), is rich in iron ores of almost every variety known to metallurgy. In Nova Scotia there are extensive deposits of brown hematite, magnetic and spathic ores lying side by side with coal fields of great magnitude. In New Brunswick bog and magnetic ores abound. In Quebec the bog and lake ores are probably the most extensive deposits of like nature in the world. There are also large deposits of chromic iron in Quebec. Ores of iron are widely distributed throughout Ontario, large deposits of hematite and magnetite having been found. In British Columbia magnetite is the chief ore. The ore bed at Texada Island is from 20 to 25 feet thick and assays 68.4 per cent. of iron. The development in the requirements of iron and steel goods is great. In 1894 the country imported in various forms and conditions of manufacture 604,000 tons of iron and steel goods; in 1899 the quantity imported was 812,000 tons, with about

the same proportions of highly developed forms of manufacture. In 1894 the production of pig iron in Canada amounted to 44,791 gross tons and in 1899 to 94,077 tons of which 17,796 tons were charcoal and 76,281 tons were charcoal and coke mixed and coke pig iron.

Manganese is found in New Brunswick and Nova Scotia and, in the form of Pyrolusite, in the Magdalen Islands.

Thus the Dominion Iron and Steel Company of Sydney, C.B., with an annual capacity of 400,000 tons of pig iron suitable for the manufacture of open-hearth steel, and of 350,000 gross tons of acid and basic steel, draws its supplies of coal and limestone almost from under the feet of its thousands of workmen; its supplies of ore from Newfoundland, across the Strait of Cabot; and of manganese from the Magdalen Islands not far to the northward of Cape Breton Island.

Another large company is the Nova Scotia Steel and Coal Company, the extent of whose intended operations is evidenced by the fact that their stock, common and preferred, is \$7,000,000 and their coal areas having 216,000,000 tons.

The Nickel and Steel Company have begun the erection of a large blast furnace, a steel plant, and a rolling mill at Sault Ste. Marie, Ontario, with a capital of \$20,000,000.

Other iron-smelting establishments are the Londonderry Iron Company; the Bridgeville Charcoal Iron Company; the Canada Iron Furnace Company; the Hamilton Steel and Iron Company, opened in 1896; the Deseronto Iron Works, opened January 25, 1899, and the Midland Furnace Works, opened December, 1900.

In all not less than fifty million dollars are or will be invested in the next five years in the iron-smelting works in Canada.

Bell's Mining Manual for 1901 classifies 295 Canadian producers of ores and minerals and the Index to companies contains 525 names.

4—THE FISHERIES OF CANADA.

The fisheries of Canada may be divided into the Atlantic division, the Hudson Bay and peri-Arctic area and the Pacific coast division. These include 5,600 miles of sea coast from the Bay of Fundy to the Straits of Belle Isle, and 7,180 miles on the British Columbia coast, and, in addition, thousands of miles of inland seas and lakes. The total yield is not far from forty million dollars worth annually.

The development of the fisheries has been very considerable.

In 1885 there were altogether 59,500 men engaged in the industry; 29,649 vessels and boats, and the total value of vessels, boats, nets, weirs, lobster traps, fish houses, piers and sailing and steam smacks connected with the fisheries was \$6,700,000. In 1899

the number of men was 79,863; of vessels and boats 39,716, and the total value of the fishing appliances \$10,150,000. There are thirteen fish breeding establishments from which during the five years, 1895-99, the annual distribution has averaged 230 million fry of white fish, lobsters, Atlantic and Sockeye salmon and trout, while for 1900 it was nearly 266 million.

THE CONSTRUCTIVE INDUSTRIES.

In manufacturing the development of Canada has followed closely along continental lines. In the census of 1890 Canada was shown to be not far behind the United States, just about ten years behind.

Thus, in every 10,000 group of persons there were 1,521 devoted to Agriculture in Canada in 1890, and 1,529 in the United States in 1880. In industry (manufactures) and mines, Canada (1890), 766; United States (1880), 791; in trade and transportation, Canada (1890), 386, the United States (1880), 360.

This would indicate that Canada in 1890 had not caught up to her neighbor, not having given attention to development in that line for as long a period as they have.

TRANSPORTATION.

In the matters of transportation facilities Canada has (1) The natural advantages of large rivers which cut the surface of the country in all directions. It was by means of these rivers that the early pioneers were able to cross the continent from ocean to ocean, thus revealing a new continent for the surplus populations of Europe; (2) Her canal system, by means of which natural barriers to free communication have been overcome.

The St. Lawrence river has been dredged between Quebec city and Montreal, and as a result the largest vessels can enter Montreal. In 1898, Montreal led the Atlantic ports of this continent in the size of ships, the average being 1,825 tons against New York's 1,769 tons. The largest vessel entering Montreal that year had a tonnage of 6,725.

Above Montreal the St. Lawrence River Canal system includes 70 miles of canal, by the aid of which ocean steamers can go from Port Arthur at the head of Lake Superior to Liverpool, England, a distance of 4,494 miles without breaking bulk. Besides these there are other subsidiary or independent canal systems, all intended to network the country with a cheap and efficient means of communication between the wheat-fields of the interior and the markets of Europe.

These lines of communication are well provided with light-houses of the most modern models. The canals themselves have a depth on the sill of from 14 to 20 feet and are operated by the most approved machinery with electricity as the motive

power in the more important ones. The canal development has cost over and above receipts the sum of about 82 million dollars, of which sum 78 millions have been paid on construction.

The development connected with transportation is seen in the fact that Canada in the earnings of her shipping stands sixth, being surpassed by the United Kingdom, Germany, France, Spain and Norway.

Railway construction has been as rapid as in any country. One or two facts may be presented. The first is that Canada has 180 dollars per head of her population invested in railways. According to the latest report of the Interstate Commerce Commission the United States has 150 dollars per head so invested.

The second fact regards the efficiency of the 17,900 miles of railway in Canada. The British Government recently made enquiries about the carrying power of the Canadian Pacific Ry., the object being to ascertain at what rate per diem troops could be transported from the Atlantic to the Pacific on their way to China. The reply was "5,000 troops a day and the time one hundred hours for each lot."

The electric and steam railways of Canada carried nearly 140 million passengers in 1900, of which over 118 million were carried by the "Electrics."

GEORGE JOHNSON.

CANNOT USE THE NAME.

In the suit of the Babcock & Wilcox Co. against the Joshua Hendy Machine Works a decree has been entered in the United States circuit court for the northern district of California, as follows:—

"That a perpetual injunction be and is hereby issued against the respondent, the Joshua Hendy Machine Works, and its officers, agents, attorneys, servants, clerks and employees, enjoining it and them and each of them from using the name 'Babcock & Wilcox,' either alone or combined with other word or words upon or in connection with the sale or offering for sale of any boiler or other steam apparatus not manufactured by the complainant, and from stating or representing that any boiler or other steam apparatus sold or dealt in by the respondent and not manufactured by the complainant is a Babcock & Wilcox boiler, and from selling or offering for sale, or passing off any such boiler or other steam apparatus as and for boilers or steam apparatus manufactured and sold by complainant."

This decree is of interest to every manufacturer, as it tends to sustain a property right in a trade name which has become valuable by reason of its long use in a successful business. It seems to be a matter of simple justice that a concern should be protected from infringement by others in the use of a trade name which the public has learned to regard as the designation of the source from which a manufactured article comes rather than as a description of the article.

FOREIGN TRADE NEWS.

TRADE ENQUIRIES.

NOTE.—For further information regarding any enquiry mentioned on this page, apply to the Secretary, at Toronto.

Birch Chair Seats, Etc.—A London firm of timber brokers and agents desires to get into communication with Canadian manufacturers requiring a market for birch chair parts (seats, squares, turnery and dowels), basswood piano keyboards, white oak keyrails, also soft elm boards, rock elm logs and planks, maple in log and plank, and furniture ash in board and plank.

Box Shooks.—Enquiry for supplies from a firm of commission merchants in Liverpool, England.

Brushes.—A London firm is prepared to take up the agency for Canadian articles in any lines connected with toilet brushes, household brushes or stable brushes.

Built Up Veneer.—A Liverpool correspondent wishes to be placed in communication with Canadian manufacturers of built up veneer who seek to open up trade in the United Kingdom.

Butchers' Blocks.—A Liverpool firm of merchants and agents who have been selling large quantities of butchers blocks, made in the United States, wish to know if they can obtain supplies of same from Canada at cheaper prices.

Butts and Staves.—A firm of commission merchants in Adelaide, South Australia, wish to hear from a reliable Canadian firm, able to supply butts and staves for manufacturing casks, this being a line for which they can secure orders.

Canned Goods.—A commission firm at Newcastle-on-Tyne, England, who at present represent one Canadian firm, desire to obtain agency for Canadian manufacturers of cheese and butter for the United Kingdom.

Carpets, Furniture, Etc.—A wholesale furniture house would be pleased to hear from Canadian manufacturers of carpets, furniture, etc

Carriages.—The addresses of Canadian carriage manufacturers are asked for by a correspondent, who is preparing to take up the agency of such firms for the United Kingdom.

Chair Material.—A correspondent possessing connection in chair material, turned

goods, etc., wishes to hear from Canadian producers of same.

Cheese.—A Birmingham firm asks to be placed in communication with one or two large exporters of cheese in Canada.

Commission Agents.—A gentleman in Paris, France, carrying on a commission agency business, wishes to be placed in touch with Canadian manufacturers who desire to introduce their goods into France.

A Liverpool firm, which has been established for some years, having principal houses in Liverpool and London with branch houses throughout England, desires to take up the agency for some good Canadian manufacturers of any kind of goods suitable for the British market. They would look after freight, insurance, advertising and in general push the sale of goods consigned to them.

A London firm of commission agents make the following proposition: On receiving particulars from any manufacturer of the goods to be sold, they will introduce them to buyers on small commission, say 1% on the value of the goods sold, or they will find agents without any cost to the manufacturers, as they will make terms with the proposed agents in England. They solicit correspondence.

A wholesale and retail seller of general merchandise and estates and shipping agent, St. Kitts, W.I., wishes to obtain supplies of dried fish, pickled herring, mackerel, pitch pine and white pine and spruce, lumber, cedar shingles, ham and bacon, canvas and tarpaulins, wire nails, sisal tarred rope, canned meats, leather, split peas, oats, etc.

Coopers' Stores.—The Mercantile and General Finance Corporation, London, England, wish to obtain supplies of coopers' stores and cotton goods and hardware for sale in the United Kingdom and British West Africa.

Cottons and Woollens.—A firm of manufacturers' agents and merchants, Glasgow, Scotland, who handle large quantities of dry goods, have sent an enquiry for cottons, such as oxfords, grandrills, ticks, denims, sateens, flannelettes, etc., for prints, regattes, cretonnes and for woollen shirtings, shoddies, etc. They state that they sell on commission or buy on their own account, usual terms, 2 1/2% discount on 60 days,

or cash for extra discount. References are supplied.

Cereal Products.—A German firm, which is open to sell on commission, would buy on their own account, and wish to hear from Canadian manufacturers of cereal products, such as rolled oats, buckwheat flour, wheat flour (bakers), rice meal (feeding stuff for pigs) and sugar (refined, white, granulated), and refined common sugar (yellow and other). If prices are satisfactory, they would require large quantities. Satisfactory terms of payment being offered, and references furnished.

Desks—Roll Top.—An export commission firm at Toronto, Canada, has enquiries for roll top desks, ranging in price from \$14 to \$40 each, f.o.b. New York, desks to be in the white, not varnished or finished in any way, and to be entirely knocked down, but ready for assembling. Also a roll top desk, cheaper, of good appearance, at about \$11, f.o.b. New York; desks to be completely finished and ready for use.

Doors and Sash.—Enquiry for names of manufacturers from a firm of commission merchants in Liverpool, England.

Drugs, Chemicals, etc.—A manufacturers' agent at Charkoff, Russia, wishes to be placed in communication with Canadian manufacturers of drugs, chemicals, etc., with a view to representing them for the sale of their goods in Russia.

Dry Saltery Lines.—A Glasgow firm is in a position to take up the representation for Scotland of firms prepared to ship corn oil, lard and lard oil.

Food Products.—A Glasgow dealer in food products wishes to hear from Canadian producers of hams and bacon, tinned salmon, bottled fruits and honey.

Furniture.—A small firm of bedroom furniture manufacturers in Glasgow, Scotland, are looking for a firm who can supply a certain line of bedroom suites. They will also require four different patterns of suites for the beginning of next year, twenty-five of each pattern. The party enquiring is thinking of visiting Canada in the near future, for the purpose of arranging for supplies.

Furniture, Office and Household.—A firm in Mexico City, Mexico, who are large dealers, have sent us an enquiry for this article.

General Merchandise.—A West Indian firm (St. Kitts) is desirous of being placed in communication with Canadian shippers of drugs, patent and proprietary articles, veterinary articles, perfumery and chemists' counter requisites, glues, confectionery, jams and jellies and groceries, also harness leather. The party enquiring is in the retail drug business.

Hardware, Machinery, etc.—A manufacturers' agent at Charkoff, Russia, wishes to be placed in communication with Canadian manufacturers of hardware, machinery, metals, etc., with a view to representing them for the sale of their goods in Russia.

Hay.—A London wholesale dealer asks for names of Canadian shippers of hay.

Hay, Pressed.—Names are desired by an Aberdeen firm of the largest and most respectable shippers of Canadian pressed hay.

Linseed Cakes, Etc.—A firm of buyers at Leith, Scotland, would like to hear from Canadian manufacturers of linseed cakes and maize germ meal, maize oil, cakes of all kinds for feeding stuff for cattle and other animal food.

Machinery.—A mercantile and general finance corporation in England, wishes to obtain supplies of machinery for sale in the United Kingdom and in British West Africa.

Machinery.—A large well-established firm of wholesale and retail general ironmongers, wish to be placed in communication with Canadian manufacturers of agricultural, horticultural and domestic machinery, millwright work, water-wheels, engines, and in short all kinds of machinery and hardware.

Newspapers, Old.—A London firm wishes to purchase supplies of old newspapers, uncut and unread, packed in bales with iron hoops, 5 cwt. each bale net. Samples required to show the size of papers, also state probable quantities per month, quoting c.i.f. Liverpool, 30 days' sight or other terms.

Oatmeal.—An oatmeal dealer in Glasgow, Scotland, wishes to obtain an agency for some leading Canadian miller.

Paper.—A firm of paper mill agents in London, England, wish to obtain supplies of newspaper formerly obtained from Scandinavia. They would sell on commission.

Pig Iron, Iron, Steel, etc.—A Glasgow firm of general export merchants are desirous of representing some leading makers

of the above articles, as they are large shippers of such material and have good connections amongst the leading buyers.

Plumbago.—An important manufacturing company in Birmingham would be pleased to hear from Canadian shippers of high grade plumbago, quotations to be C.I.F. Birmingham.

Safes.—A firm in Mexico City, Mexico, who are large dealers in safes send an enquiry for supplies of safes.

Skewers.—A firm of manufacturers and wholesale dealers at Huddersfield, England, are anxious to receive prices on machine or hand-made skewers for wool packs, etc., from firms who are in a position to export.

Stationery.—A manufacturers' agent at Charkoff, Russia, wishes to be placed in communication with Canadian manufacturers of stationery with a view to representing them for the sale of their goods in Russia.

Veneers.—A manufacturers' agent who supplies railway material, is open to correspond with parties in Canada who are prepared to export veneers, sleepers, etc.

Whisks, Woodenware, Etc.—Inquiry from a Belfast firm of commission agents for names of Canadian manufacturers of whisks and woodenware who will be likely to consider the appointment of an agent for the United Kingdom or Ireland. They have first-class connections with the largest buyers and brush merchants and receive frequent inquiries.

Wire.—A firm of merchants and agents in Liverpool are desirous of arranging an agency for the United Kingdom for some leading Canadian manufacturers of wire goods, viz., rivet wire, pin and hairpin wire, white annealed wire, tinned mattress wire, tramway and hauser and cable wire, electric light cable and kindred goods. They are also in a position to close as buying agents on the basis of purchasing outright, and are willing to make satisfactory terms of payment with the shipper.

Wood Pulp.—A Dundee firm, having opened a department for wood pulp, would be glad to know of Canadian exporting firms wishing to open up an agency for Scotland.

Wood Skewers.—A Liverpool firm of merchants and agents wish to represent a Canadian manufacturer of wood skewers

and think they can sell large quantities, if orders are executed promptly and prices satisfactory.

Wood Skittles.—A large firm of wholesale importers and exporters of English and foreign toys and fancy goods, London, England, wish to obtain a supply of 2,000 gross wood skittles as per sample sent. They are large users of smaller wood goods, which at present they obtain from Sweden, and if they can procure them as cheaply from Canada, would prefer to do business with this country.

Wood Tops for Mineral Water Bottles.—A Scotch importing company wishes to hear from Canadian makers of wood tops for mineral water bottles.

Wooden Articles.—An export commission firm at Toronto, Canada, has enquiries for wooden chair seats, veneered and three ply of maple, or other hard wood, wooden rolling pins, wooden shade rollers without fixtures, pastry and meat boards, flat, with end pieces to prevent warping; wooden spoons, 14 inches long or thereabouts, common wooden chairs, knocked down.

Woodenware.—Enquiry from a firm of commission merchants in Liverpool, England.

A large and well-established firm of home and export commission merchants in London, England, wish to be placed in communication with manufacturers of sawn lumber, sash and doors, sanitary woodware, wood blocks, hubs, etc. They carry on business for the United Kingdom and South Africa. References furnished.

Zinc Ashes, Hard Spelter, Etc.—A metal and mineral broker and general merchant, Swansea, is open to represent Canadian shippers for the sale of zinc ashes, hard spelter, tin and lead ashes, and all other by-products of manufacture for which there is said to be a good market there. His dealings outside of the mineral business are chiefly with colliers, foundries and works.

ENQUIRY FROM INDIAN DEALERS.

Mr. J. O. Thorn of the Metallic Roofing Co. has kindly handed us an enquiry from a large firm of importers and exporters in Delhi, India. This firm imports a great variety of goods, such as silk and woollen goods, colors and paints, hardware, metal and cigarettes, and are also sole agents and merchants in every description of hand-power machines, haberdashery, umbrellas, cycles, musical instruments, watches, clocks, rubber goods, glass goods, etc., etc.

They state that they carry on an extensive business in many of the principal cities, towns and states of India and abroad by means of agencies, travelling agents, etc. On account of having the best means and regular systems for prosecuting the sale of goods they are well able to handle the business now in hand and are open to form connections with new firms which can supply goods suitable for the Indian market at competitive prices. They are particularly anxious to be placed in touch with manufacturers, exporters and shippers of hand-power machinery, such as flour, rice, hosiery, embroidering, water pumps, ice gumming, punkha pulling, oil and juice extracting, weaving, refrigerating and other newly invented hand-power machinery, or sundries.

The firm is evidently a large and reputable one. Further information as to their address, references and details of terms and means of carrying on business may be had on application to the secret ary.

ALL BRITISH EXHIBITION AT ST. PETERSBURG.

An Exhibition will be held at St. Petersburg, Russia, commencing June 3rd, 1902, and ending September 2nd, 1902, at which only exhibits of the arts, manufactures, products and inventions of the British Empire will be displayed.

As this Exhibition will be held during the season of the year when the mercantile classes are resident in the capital, it offers to the manufacturers of Canada, as well as the others parts of the British Empire, an admirable and unique opportunity for bringing their exhibits before the wealthy and intelligent classes of Russia, an opportunity which is all the more valuable since the duties levied upon all description of produce and manufactures from the United States have recently been increased.

The Russian market is one which affords great possibilities for develop-

ment, due to the enormous size and natural wealth of the country. Of late years, Germany, France, and the United States have been making special efforts to exploit this market, with very considerable success.

As the articles in demand are largely such as can be made in Canada, as well as in any other country, it is probable that Canadian manufacturers will take full advantage of this excellent opportunity to bring their goods to the attention of the Russian public.

Messrs. S. Corer & Son, 170 New Bond St., London, W., Eng., have been appointed official agents for the Exhibition, and have forwarded to the secretary of the Canadian Manufacturers' Association a number of lists of rules and regulations for exhibitors, and applications for space forms, copies of which may be had on application to this office.

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 J. B. MacLean, The McLean Publishing Co., Toronto.
 A. S. Rogers, The Queen City Oil Co., Toronto.
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 W. K. George, The Standard Silver Co., Toronto.

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 Geo. Howell, The Grip Printing and Publishing Co., Toronto.
 F. H. Wright, Messrs. Newell & Higel, Toronto.
 F. Kent, Messrs. Seamen, Kent & Co., Toronto.
 Frank Paul, Messrs. Belding, Paul & Co., Montreal.

INDUSTRIAL EXHIBITION ASSOCIATION.

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 R. L. Torrance, The J. B. Armstrong Mfg. Co., Guelph.

HEATING APPARATUS:

T. L. Moffat, The Moffat Stove Co., Weston.
 John T. Sheridan, The Pease Furnace Co., Toronto.

MUSICAL INSTRUMENTS:

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 Geo. Booth, The Booth Copper Co., Toronto.
 J. O. Thorn, The Metallic Roofing Co., Toronto.
 H. G. Nicholls, The Canadian General Electric Co., Toronto.
 J. R. Shaw, The Canada Furniture Mfrs., Limited, Toronto.
 W. B. Rogers, The Chas. Rogers & Sons Co., Toronto.

LOCAL BRANCHES.

TORONTO BRANCH.

CHAIRMAN :

J. O. Thorn, The Metallic Roofing Co.

VICE-CHAIRMAN :

Thos. Roden, Messrs. Roden Bros.

SECRETARY :

E. M. Wilcox, B.A., Toronto.

EXECUTIVE COMMITTEE :

W. B. Rogers, Chas. Rogers & Sons Co.

R. J. Christie, Christie, Brown & Co.

R. A. Donald, The Pure Gold Mfg. Co.

W. P. Gundy, W. J. Gage & Co., Limited

D. T. McIntosh, McIntosh Granite and Marble Co.

O. Newcombe, The Newcombe Piano Co.

H. Nicholls, The Canadian General Electric Co.

J. F. Wildman, The Office Specialty Mfg. Co.

J. H. Paterson, The Toronto Hardware Mfg. Co.

A. W. Allen, The Allen Mfg. Co.

Also, all Toronto Past-Presidents of the Association.

MONTREAL BRANCH.

CHAIRMAN :

Hon. J. D. Rolland, The Rolland Paper Co.

SECRETARY :

Walter Roach, Montreal (to December 31st).

E. H. Cooper, B.A., Montreal (from January 1st).

EXECUTIVE COMMITTEE :

Frank Paul, Messrs. Belding, Paul & Co.

W. W. Watson, The Canada Sugar Refining Co.

Robert Munro, The Canada Paint Co.

A. E. Ogilvie, The Ogilvie Milling Co.

J. J. McGill, The Canadian Rubber Co.

Wm. McMaster, The Montreal Rolling Mills.

Jas. Davidson, The Thos. Davidson Mfg. Co.

C. C. Ballantyne, The Sherwin-Williams Co.

Geo. W. Sadler, Messrs. Sadler & Howarth.

Edgar McDougall, Caledonia Iron Works.

T. J. Hagar, Messrs. J. & T. Bell.

Henry Miles, Messrs. Leeming, Miles & Co.

Geo. Esplin, Messrs. G. & J. Esplin.

R. R. Stevenson, Messrs. Stevenson, Blackadar & Co.

J. C. Holden, Messrs. Ames, Holden & Co.

Jas. R. Wilson, The Thos. Robertson Co.

R. Gardner, Messrs. R. Gardner & Sons.

E. Tougas, Messrs. P. D. Dods & Co.

J. E. Matthews, Lymburner & Matthews.

John Baillie, The Dominion Oilcloth Co.

BRITISH COLUMBIA BRANCH.

CHAIRMAN :

Wm. Sulley, Messrs. E. H. Heaps & Co., Vancouver.

VICE-CHAIRMAN :

D. R. Ker, The Brackman-Ker Milling Co., Victoria.

SECRETARY :

W. T. Stein, Vancouver.

EXECUTIVE COMMITTEE :

J. G. Wood, Moodyville Lands and Sawmill Co., Moodyville, B.C.

R. Seabrook, R. P. Rithet & Co., Victoria.

J. A. Sayward, J. A. Sayward & Co., Victoria.

J. C. McClure, Robt. Ward & Co., Victoria.

H. J. Scott, Hamilton Powder Co., Victoria.

B. R. Seabrook, The Albion Iron Works, Victoria.

P. R. Brown, Colonist Printing and Publishing Co., Victoria.

J. W. Hackett, Robertson & Hackett, Vancouver.

J. Hendry, B. C. Mills, Timber and Trading Co., Vancouver.

J. F. Ross, Vancouver Engineering Works, Vancouver.

L. A. Lewis, Brunette Sawmill Co., New Westminster.

J. G. Scott, Pacific Coast Lumber Co., New Westminster.

H. Depenser, Canadian Pacific Lumber Co., Port Moody.

R. R. Hedley, Hall Mining and Smelting Co., Nelson.

C. Hilliard, Nelson Saw and Planing Mills, Nelson.

Bernard Macdonald, Rossland Great Western Mines, Rossland.

F. C. Wolfenden, Okanagan Flour Mills Co., Armstrong.

MANITOBA BRANCH, WINNIPEG.

CHAIRMAN :

F. W. Thompson, The Ogilvie Milling Co., Winnipeg.

VICE-CHAIRMAN :

E. F. Hutchings, The Great West Saddlery Co.

SECRETARY :

C. N. Bell, Winnipeg.

EXECUTIVE COMMITTEE :

E. L. Drewry, Edward L. Drewry, Winnipeg.

D. E. Sprague, D. E. Sprague, "

G. J. Maulson, Boady & Nokes, "

G. F. Bryan, G. F. Bryan, "

Robt. Muir, Robt. Muir & Co., "

John Hanbury, The Hanbury Mfg. Co., Hanbury.

CONSTITUTION AND BY-LAWS

OF THE

Canadian Manufacturers' Association

*The officers shall be ex-officio members of all committees.**Regular meetings of the Executive Council are held at 2 o'clock p.m., on the third Thursday of each month, at Board of Trade Building, Toronto.**Any of the standing committees have power to add to their numbers.*

CONSTITUTION.

NAME.

The name of this organization shall be the Canadian Manufacturers' Association.

OBJECTS.

To promote the interests of Canadian manufacturers and exporters.

To secure by all legitimate means the aid of both Public Opinion and Government Policy in favor of Home Industries and the promotion of Canadian manufacturing enterprises.

To enable those engaged in all branches of Canadian manufacturing enterprises to act in concert as a united body whenever action in behalf of any particular industry or of the whole body becomes necessary.

MEMBERSHIP.

"There shall be three classes of members, active, honorary and correspondent."

Active members shall consist of ordinary and life members.

Active Membership.—"Active member-

ship in the association shall be open to individuals, firms and corporations actively engaged as manufacturers who subscribe to the terms of this Constitution and contribute to the treasurer the annual dues required.

"Every candidate for active membership shall sign an application for membership, which shall be signed by an active member, as his proposer, and by another active member as his seconder, and which shall be forwarded to the secretary. Such application shall be acted up-

on at the next meeting of the Executive Council, after report by the Reception and Membership Committee."

Life Members.—Any ordinary member in good standing may, after at least one year's membership, become a life member on payment in advance of ten annual subscriptions.

Honorary Members.—Honorary members shall have the same privilege of visiting the association as active members, but may not vote or hold office.

Honorary members shall be elected only on the unanimous vote of the Executive Council, or by unanimous vote at the annual meeting, for having been of some real benefit to the association.

Correspondent members shall have the same privileges as honorary members.

Correspondent members of the Association must be elected by the unanimous vote of the Executive Council, or by unanimous vote at the annual general meeting for the term of one year or at pleasure of the Executive; such members to be furnished with credentials as representatives of the Association in foreign trade centres.

VISITORS.

Visitors of note may be introduced by any member of the Association for two weeks and have all the privileges of the Association rooms.

MEETINGS.

The fiscal year shall commence on the 1st day of August, each successive year.

The annual general meeting shall be held during the eight succeeding weeks after August 1st.

The annual meeting of the Association shall be held in the Association rooms, or in such other place as may be decided by the Executive Council, due notice having been sent by mail to each member; to receive the report and financial statement of the Executive Council for the past year; to elect the officers, Executive and committees for the ensuing year, and for all other general or special purposes relating to the management of the Association's affairs.

The President shall call the annual meeting and all special meetings of the Association.

He may call a special meeting of the Association at his own pleasure, and shall do so at the written request of 10 active members, within three days of his receipt of such request.

Ten days' notice of such meetings shall be mailed to each active member at his address in the Association register.

OFFICERS.

The officers shall consist of President, a First Vice-President and an additional Vice-President from each Province represented in the Association, Treasurer,

and such other officers as the Executive Council may from time to time see fit to appoint for certain purposes or necessity.

DUTIES OF OFFICERS.

President.—It shall be the duty of the President to preside at all meetings of the Association and of the Executive Council, and to enforce a compliance with the Constitution and By-laws.

Vice-Presidents.—It shall be the duty of the Vice-Presidents, in the order of their election, to assist the President in the discharge of his duties, and in his absence to officiate in his stead.

Treasurer.—The Treasurer shall receive and pay out all moneys on behalf of the Association, and deposit with the bank, to the credit of the Association, all moneys received. He shall sign all cheques, and have them countersigned by the President, and shall, as Treasurer, endorse for deposit or discount all cheques, bills, and notes received by the Association. He shall keep the accounts of the Association, and prepare the same and a balance sheet thereof for the inspection and signature of the Auditor, and shall, in conjunction with the Auditor, prepare and certify the statements for the annual meeting.

SECRETARY.

The Secretary shall be appointed annually by the Executive Council at their first meeting following the annual meeting of the Association. He shall carry out the instructions of the Executive Council, and shall keep a true and correct record of all proceedings of the Association, a correct list of the members and their addresses; shall conduct the correspondence of the Association; issue notices to the members of the Association and of the Executive Council, and of the meetings of all the committees; he shall collect and carefully preserve all books, papers, letters and documents relating to, or of interest to the Association, shall be remunerated for his services at the discretion of the Executive Council, which remuneration shall be agreed upon between the Secretary and Executive Council before he takes over his duties.

He shall have the custody of the Seal of the Association and keep the securities, books, papers and records of the Association, all of which he shall deliver up when directed to do so by the President or Executive Council, to such person as he or they shall direct, and shall perform all other duties which the nature of his office may require, or that the Executive Council may order. The books and accounts shall be kept at the head office of the Association, and shall be open to the inspection of any member of

the Executive Council during business hours.

The Secretary shall be an employee of the Association.

COMMITTEES.

The officers shall be ex-officio members of all committees.

All committees shall meet at the call of their Chairman, promulgated through the Secretary.

1.—The Executive Council shall be composed of the President, Vice-Presidents, Treasurer and one member for each fifteen members of the Association as determined by the membership on the day of annual meeting.

2.—The Tariff Committee shall consist of 10 active members, with power to add to their number.

3.—Railway and Transportation Committee shall consist of 10 active members, with power to add to their number.

4.—Parliamentary Committee shall consist of 10 active members, with power to add to their number.

5.—Reception and Membership Committee shall consist of 10 active members, with power to add to their number.

6.—Committee on Commercial Intelligence shall consist of 10 active members, with power to add to their number.

7.—Committee on Industrial Canada. The Committee on Industrial Canada shall consist of 5 active members with power to add to their number.

NOMINATION AND ELECTION OF OFFICERS AND COMMITTEES.

The nomination of the officers of the Association and committees shall be sent to the Secretary of the Association, not more than four and not less than one week before an annual meeting, but no member shall be nominated unless his consent has been obtained.

The officers, chairmen of committees and committees shall be elected by a majority of the active members present at the annual meeting.

Wherever there is a provincial branch of the Association established it shall be asked to nominate its Vice-President to the Association, and its representatives on the Executive Council. Wherever local branches are formed or trade sections organized these shall have the privilege of officially nominating representatives to the Executive Council, the number of such nominations being one for each fifteen members of the branch or trade section organized.

The remaining number shall be made up by general nomination.

All past presidents of the Association shall be ex-officio members of the Executive Council.

Representatives to Local Technical School and other Boards shall be elected by the Local Branches of the Association in which such Board is situated.

Local Branches will be asked to officially nominate the representatives to which they may be entitled on any of the various Exhibition Associations within the locality for which the Branch is organized.

DUTIES OF COMMITTEES.

All committees shall keep a correct minute book of their proceedings and report to the Executive Council after each meeting.

Executive Council.—The Executive Council shall be the official committee of the association which shall advise and instruct the general officers, and shall in all matters act as the representative of the association when the latter is not in session. It shall receive and pass upon reports of all committees, and under the general Association itself be the determinant of the policy of the Association.

Meetings of the Executive Council shall be held on the third Thursday of every month, or such other date as the Executive Council may determine.

Tariff Committee.—The duty of the Tariff Committee shall be to hear, consider and act upon all applications from manufacturers who may desire the co-operation and assistance of the Association where concerted action may be deemed necessary in behalf of any particular industry, or of the manufacturing interest of the whole country. Whatever action may be taken in this direction by the Tariff Committee shall be considered as the action of the Association, and it shall be the duty of the Chairman and the Secretary to carry out the instructions of the Tariff Committee.

They shall endeavor to procure all foreign tariffs and have them so translated and revised as to be understood.

They shall be alive to any changes in the Canadian tariff, and watch the interests of Canadian manufacturers and exporters.

Railway and Transportation Committee.—Shall endeavor to procure and forward to the Secretary a list of all the lines of railways and steamships, who carry freight to, in or from Canada on original bill of lading.

They shall endeavor to procure the most advantageous table of freight rates and charges.

They shall endeavor to bring about an equitable rate of freights on the Canadian railways, and may be appealed to by any member of the Association who wishes to have a grievance redressed.

They shall endeavor to hasten the fast Atlantic service, the Pacific cable, take a live interest in the present canal system

and proposed canals. Endeavor to have extended protection to lake, river and coast navigation.

They shall give attention to all matters of a similar nature which may, from time to time, become of importance to the trade and commerce of Canada.

Parliamentary Committee.—The Parliamentary Committee shall use all means to have an equitable and just copyright law embodied in the statutes of the country.

They shall give attention to legislation relating to employers' liability, and assist in having fair laws for employed as well as employer.

They shall endeavor to procure and have in the Association rooms, foreign banking systems and methods of collections.

They shall use such influence as may compel the introduction of a general insolvency law which shall govern creditors and estates throughout Canada.

The Reception and Membership Committee shall look after the reception and entertainment of distinguished visitors. They shall arrange for special entertainments of lectures and banquets from time to time as they may think necessary in the interests of the Association, and which must be approved by the Executive Council.

This committee shall have power to devise means for securing new members and accepting the applications when submitted. The members of this committee are expected to form in the various cities, branches of the Association, and, if possible, convene a meeting of other members in each city, at which matters of interest to other Canadian manufacturers and exporters would be considered.

They are expected to support this idea by having a committee of some of the Association members, from whom they will elect a secretary, who will report to the head office after each meeting.

The Committee on Commercial Intelligence.—This committee shall have power to deal with such questions as the metrical system, moneys, weights and measures; industrial schools and schools of applied art; a national museum of manufactures and fine arts; expositions held in Great Britain and foreign countries, and all information that will be beneficial to Canadian exporters.

This committee shall establish a bureau of information to which members may apply at any time in order to procure reliable statistics as to imports, exports, the possibilities for extending trade, foreign contracts, tariff regulations.

Committee on Industrial Canada.—This committee shall deal with all questions relating to the editorial and business management of "Industrial Canada," the official publication of the Association. Questions of general policy shall be re-

ferred to and passed upon by the Executive Council of the Association.

BRANCH ASSOCIATIONS.

The Association may establish local or provincial branches in different manufacturing centres in Canada on application by the members of the Association situated in such district or province. Such a branch shall consist of at least eight members of the Association, and shall be known as the _____ Branch of the Canadian Manufacturers' Association. The membership shall consist of those members of the Association situated within the locality designated by the branch. The officers of such branch to be a Chairman, Vice-Chairman, Secretary and Executive Committee. The officers and the committee shall be elected by the members of the branch assembled in annual meeting at least two weeks prior to the annual meeting of the Association.

Branch Associations may deal finally with all matters of purely local interest.

They may also pass upon matters of general interest, and the result of their deliberations should be forwarded immediately to the Executive Council in the form of a recommendation to be considered by it or the whole Association.

The Secretary of a branch shall be an honorary officer. If a salaried officer is necessary, he shall be employed by the Executive Council, and receive his remuneration from the Head Office.

Ten per cent. of the fees of a branch can be drawn upon by such branch for local expenses without special application to the Executive Council.

If any further amount is required, special application must be made to the Executive Council and be passed upon by it.

TRADE SECTIONS.

The Association may, from time to time, establish trade sections, to be composed to those members of the Association engaged in any particular industry or trade. Such organization shall be known as the _____ Section of the Canadian Manufacturers' Association.

The membership of such section shall consist of the members of the Association, engaged in the particular trade, who apply for membership in the section.

The officers shall consist of a Chairman, Vice-Chairman, Secretary and an Executive Committee.

The officers of the Committee shall be elected annually by the members of the section prior to the election of officers in the annual meeting of the Association.

Sections of the Association may deal finally with all matters affecting only their own industry or trade. They may also pass upon matters of general interest, and the result of their deliberations should be

forwarded immediately to the Executive Council in the form of a recommendation to be considered by it or by the whole Association.

Ten per cent. of the fees of members of the section may be drawn upon by such section for any expenses connected with its own business without special application to the Association. If any further amount is required, special application must be made to the Executive and be passed upon.

DUES AND PRIVILEGES.

No member shall be entitled to the privileges of membership until his fees shall be paid, as provided by the By-laws in force for the time being.

Any member, whose annual fee shall be unpaid on the date fixed by the By-laws in force for the time being, shall cease to have the privilege of membership until all dues are paid.

BANK ACCOUNT.

A bank account shall be kept in the name of the Association with some chartered bank in Toronto, in which all moneys shall be deposited in the manner prescribed by these By-laws.

AMENDMENT TO THE CONSTITUTION.

The Constitution may be amended only by a two-thirds majority present at any general meeting, 30 days' notice in writing of such amendment having been given to the Secretary, and it shall be the duty of the Secretary to include in his circulars calling the next general meeting a notice of such amendment, both such notices to include the clause or clauses to be amended. It shall be in order that amendments to the amendment can be discussed and voted on at the same meeting.

AUDITOR.

An auditor shall be appointed every year by the members at the annual meeting, whose duty it shall be to audit and examine all books, vouchers and accounts of the Association, and to certify to the correctness of the balance sheet, for submission to the Executive Council as soon after the close of the financial year as possible. The allowance for the auditor's services shall be fixed at \$50.

BY-LAWS.

The order of business at the annual meetings of the Association, and at all other meetings of the Association, Executive Council or other committees, shall be as follows, as far as practicable:

- 1.—Reading minutes of previous meeting.
- 2.—Business arising out of the minutes.
- 3.—Receiving communications.
- 4.—Reports of Standing Committees.
- 5.—Reports of Special Committees.
- 6.—Unfinished business.

7.—New business.

8.—President's address.

9.—Secretary's report.

10.—Treasurer's report.

11.—Notices of motion.

12.—Reading reports of informal discussion.

13.—Election of officers.

14.—Election of Standing Committees.

15.—Appointment of representatives to Industrial Exhibitions.

16.—Induction of officers.

This order of business may be suspended or varied at any meeting by two-thirds vote of those present.

As far as practical this order of business shall be observed at all other meetings of the Association and of the Standing Committees.

FEES.

The fee for each active member shall be \$10 per annum. The first payment shall become due on his election and each subsequent payment shall become due on the first day of August.

EXPENSES.

No expense shall be incurred by any of the committees until they shall have first been approved by the Executive Council. All bills must be passed by the Executive Council and paid by cheque. Employees' salaries shall be fixed by the Executive Council.

QUORUM.

At all annual meetings of the Association not less than 15 members must be present to constitute a quorum. At other meetings of the Association not less than ten members. At all meetings of the Executive Council or standing committees not less than five members must be present to constitute a quorum.

CONDUCT OF MEETINGS.

All meetings of the Association and of standing committees shall be conducted as follows:

1.—If there should be no quorum within 15 minutes of the time fixed for the meeting, an adjournment may be had.

2.—Any member who may desire to speak must address the Chair. All motions must be made in writing. Any member who may have already spoken to a motion, must obtain permission from the Chair to be again heard regarding it. The Chair may at any time announce that the subject is open for conversational discussion.

3.—No debate may be had except upon a motion regularly before the meeting.

4.—The previous question, when moved, must be seconded by at least two members.

5.—A resolution calling for or receiving a report or other document shall not bind the meeting to an approval of it.

6.—The Chair shall decide all questions of order.

7.—A motion to adjourn shall always be in order.

8.—In voting, no proxies shall be allowed.

9.—All questions shall be decided at meetings of the Association or Committee by a majority of those present. In cases where the number of votes is equal, the President, or Chairman, besides his own, shall have a deciding or casting vote.

MONTHLY MEETINGS.

Committees may meet once a month, or oftener if necessary, and transactions shall be recorded in a book and reported to the Executive Council immediately after each meeting.

RESIGNATIONS.

All resignations of office or membership shall be in writing, addressed to the Secretary, and by him to be submitted to the next meeting of the Executive Council.

All dues must be paid in full before a resignation can be considered. Resignations must be in the Executive Council's hands before August 1st, to relieve payment of dues for following year.

EXPULSION.

Any member may be adjudicated upon by the Executive Council, if charged in writing with conduct unbecoming a member of the Association. If in the opinion of a quorum of the Executive Council, action should be taken thereon, the President, or in his absence one of the Vice-Presidents, shall appoint a committee of five to investigate the charges made. The committee with due diligence will report in writing if the charges are sustained or not. The report having been considered by the Executive Council, the member so charged shall be notified in writing at least 10 days before final action by the Executive Council, by registered letter to his last known address, to appear at next meeting of the Executive Council to defend himself. The Executive Council may, by a majority vote present at such meeting, suspend the member for a period of time or expel on a two-third vote.

AMENDMENT TO BY-LAWS.

The By-laws may be amended at any meeting of the Association on a two-thirds vote of the members present, one month's notice having been given in writing to the Secretary by the member desiring such amendment. This notice must contain the precise terms of the alteration proposed, and such proposed amendment shall be included by the Secretary in his circulars to the members calling the meeting at which the amendment is to be considered. It shall be in order that the amendments to the amendment be voted on, and shall be discussed and voted on at the same meeting.

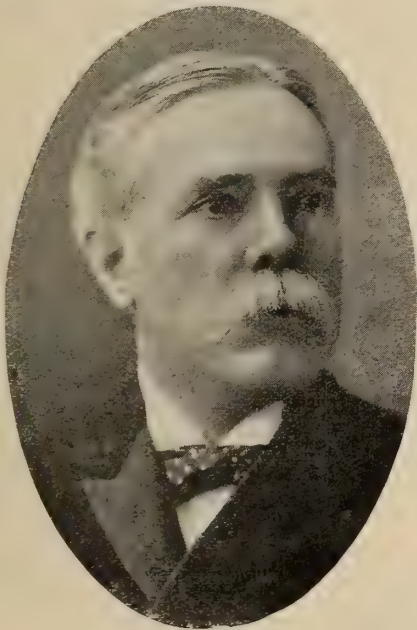
REPORT OF
THIRTIETH ANNUAL CONVENTION
 OF THE
Canadian Manufacturers' Association

*Held at the Windsor Hotel, Montreal,
 Nov. 5th and 6th, 1901.*

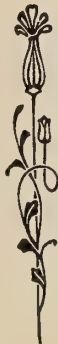
The thirtieth annual convention of the Canadian Manufacturers' Association opened at the Windsor Hotel, Montreal, on Tuesday, November 5th, and was brought to a conclusion on the following evening by a banquet, at which there were present many of the most prominent public men of Canada.

This was the first time in its history that the annual gathering had taken place in the city of Montreal, and a large number of delegates were present from outside places. British Columbia sent a delegation of five to represent it, the Maritime Provinces were also well represented; the city of Quebec and other manufacturing centres in the province sent representatives, while special cars from the West brought down one hundred delegates on Monday evening. In all, over one hundred and fifty delegates were present from outside the city of Montreal, and the Montreal manufacturers themselves turned out in large numbers. At the open meeting and at the banquet there was an attendance of over four hundred manufacturers.

The following report will comprise an outline of the proceedings throughout both days of the Convention, giving in the main verbatim accounts of the discussion:—



P. W. ELLIS
 P. W. Ellis & Co., Toronto
 President, 1900-1901.



ROBERT MUNRO.
 The Canada Paint Co., Montreal
 President, 1901-1902.

CIVIC RECEPTION AND DRIVE.

THE first event was one intended to make the visiting manufacturers feel at home in the city of Montreal. Carriages were provided at the Windsor hotel, and the members driven direct to the city hall, where they were received by members of the Montreal reception committee, by representatives of the Montreal branch of the Association and by Mayor Prefontaine in the name of the citizens of Montreal.

The manufacturers were escorted to the council chamber, where Mayor Prefontaine read the following

ADDRESS OF WELCOME

"Mr. President and Gentlemen—It gives me the greatest pleasure to address a few

words of welcome to your Association and to express the satisfaction of our citizens at being privileged to entertain your Association in a city which owes so much, and which will owe much more to the manufacturing industry of Canada before Montreal's destiny is attained.

"I am one of those who believe that this

GOOD CITY OF MONTEAL,

at present by far the largest, most wealthy and most influential community in the Dominion of Canada—is destined to be one of the three principal cities of the American continent. And in arriving at this conclusion, I have been influenced, among other things, by a recognition of the sterling

character and indomitable enterprise of her manufacturers, and a firm belief in a vast development of her manufacturing industry. Of course, I take into account Montreal's unrivalled position as a great seaport in the very heart of the most productive of the continents, and I anticipate the steady improvement of all of her unrivalled natural trade facilities. I do not fail to recognize the importance of advancing our educational methods, and of perfecting our municipal system of government, and I admit the value of the proverbial energy, industry and skill of our mentally strong, northern-bred working classes—the bone and sinew—yes, and the wholesome heart—of our community. I am perfectly aware, too, of

THE ESSENTIAL IMPORTANCE

of maintaining the soundness—the reputation for scrupulous integrity of our great financial and commercial institutions; but I firmly believe that none of the other interests working for the future greatness of the city in which you are to-day, is of greater importance than the one with which your association is so intimately and so profitably connected.

“And, as Mayor of Montreal, I am proud to say that this good city is almost as much interested in the development of the industrial institutions throughout the length and breadth of this Canada of ours, as it is in those located within our own municipal boundaries.

“Our harbor is the national port. Montreal is, as the metropolis, the

HANDMAID OF THE WHOLE COUNTRY.

Every extra bushel of grain raised in Canada means that much more export trade for Montreal, or will, when our terminal facilities are put on the footing they ought to rest on; every factory established or enlarged means increased trade. So our interests are identical, whether we live here under the shadow of Mount Royal, or are engaged in the development of industrial activity along the busy shores of the great lakes or in the prairie towns of the Far West. It is to your advantage, as well as to ours, that the manufacturing industries of Canada should flourish and that Montreal should prosper and succeed in that gigantic work of perfecting the terminal facilities in the harbour to which she has set her hand.

“Perhaps I may be permitted to say here that I hope the time has about come when

we good Canadians from every hamlet, every village, every town, every city, every province, of Canada, will regard the interests of our most remote fellow-countrymen as identical with our own. Montreal, I hope, and really believe, has got far beyond that foolish stage when it regards the progress of a sister community with an eye of jealousy, and of all the things which make me proud of the city which has been so generous to me, that is one I especially admire. With our

MARVELLOUS UNDEVELOPED RESOURCES

before us, we have plenty to demand our attention besides squabbling and the cultivation of little sectional jealousies. We are all Canadians, whether by accident or birth we speak French or English, let us do our duty as such in the special sphere of operations in which we happen to be thrown, feeling that while doing our duty in our own district we owe a duty to Canada as a whole, and have a share in the progress and happiness of the whole Dominion. The future of the country depends upon the friendly co-operation of all sections of its widely-spread population, and it is because the Manufacturers' Association is devised with the noble object of securing this very co-operation within one of the most important interests in the country that I take special pride in welcoming you here to-day.

“As I am told that I am to have the privilege of addressing some further remarks to you upon another occasion, I will content myself now with assuring you that you are

THOROUGHLY WELCOME.

and that the citizens of Montreal trust that your visit will be productive of much practical benefit and of personal pleasure.”

Mr. P. W. Ellis, in replying on behalf of the visiting members, cordially thanked the Mayor and the citizens for their kind reception. He referred to the long importance attached to the city of Montreal as first an important trading post, and afterwards an important manufacturing, commercial and shipping centre.

He briefly explained the objects of the Association and the importance attached to this its first visit to the city of Montreal, where its membership was rapidly extending and where new interests had been created in its work.

Hon. J. D. Rolland, chairman of the Montreal branch, Canadian Manufacturers' Association, also spoke, extending on behalf of the Montreal manufacturers a cordial welcome to their brother craftsmen from other parts of Canada. He believed this meeting together would do much to cement the strong Canadian feeling that was being gradually developed through the whole of Canada. He cordially extended an invitation to any of the outside manufacturers to visit local factories and become acquainted with the industries of Montreal.

After this reception the delegates, who were again provided with carriages, were driven through the leading business sections of the city, thence around the celebrated mountain drive, returning in time for luncheon at 1 p.m. The drive was in charge of Ald. G. W. Sadler, a member of the Association who occupied the first carriage with Mayor Prefontaine, Mr. P. W. Ellis and Mr. Robt. Munro.

The manufacturers expressed themselves delighted with this reception from the civic authorities in Montreal, and especially enjoyed the well-laid out drive provided by the committee.

FIRST BUSINESS SESSION.

THE meeting was called to order at half past two, by the President, who said:

Gentlemen of the Canadian Manufacturers' Association, the Chair will now call to order the thirtieth annual meeting of this Association. We meet together as business men for business purposes. I will ask each of you, when addressing the Chair, to distinctly call out your name and locality, in order that the reporter may know who is speaking. I will also ask you to be very direct and terse in anything you may have to say.

You will see from the printed order of business now in your hands that we have quite enough to occupy our time fully, and we must lose no more time in the discussion of any of the matters than is absolutely necessary.

I will not make any remarks other than to express the pleasure at seeing so many present, and especially so many from a distance.

RESOLUTIONS.

The first order of business is the appointment of a committee on resolutions. This committee will consist of the chairmen of the various committees and the following: W. K. McNaught (convener), Robert Munro, Wm. Macmaster, and any others who may have resolutions to bring before the meeting.

PROCEDURE.

The reports of the various committees will first of all be read by the chairman and received. They will then be discussed item by item, and then a motion to confirm the entire report will be in order.

VICE-PRESIDENT.

I will read you a letter which has been received from the Vice-President of this Association, Mr. C. C. Ballantyne.

MONTREAL, Oct. 30, 1901.

Secretary, Canadian Manufacturers' Association.

On account of my having to be in Cleveland on November 1st, attending meeting of our managers and travelling representatives which will continue until November 10th, I will not be able to attend the annual meeting of the Canadian Manufacturers, which is to be held in this city November 5th and 6th.

I would like you to be good enough to express to the president, officers and members of the association my sincere regrets at my inability to be with them at their annual

meeting. I trust that your meeting will be a most successful one, as also your annual banquet.

During my term of office as first vice-president I have received the hearty co-operation of yourself and all the officers connected with our association, both in Toronto and Montreal, and I wish to take this opportunity of expressing my thanks for such able assistance, especially that

received from Messrs. William McMaster and F. Paul, who gave me much support in helping to bring about the amalgamation of the two associations. I am pleased that our efforts have resulted in such an increased membership, and that our prospects for still greater increase in membership are so bright.

With my continued best wishes for the

welfare of our association, of which we are all so proud to form a part.

I remain, dear sir, Yours very faithfully,

C. C. BALLANTYNE.

1st Vice-Pres. C. M. A.

I am sure we are all very sorry that Mr. Ballantyne cannot be with us to-day, as he has been one of our most active members and occupied the important position of vice-president during last year.

REPORT OF THE TARIFF COMMITTEE.

GEO. H. HEES, CHAIRMAN.

I will now call upon Mr. Hees to read the report of the Tariff Committee.

Mr. Hees—Your Tariff Committee begs leave to submit the following report covering the work of the past year, during which time we have held several meetings to discuss tariff matters, brought to our attention by our members.

last year for protection, and instructed our Secretary to assist the woollen deputations in every way possible. So far no concession has been made, and we have to commend the matter to the attention of the assembled convention again this year.

IRON TUBING.

The third matter under consideration related to the duty on iron tubing and angle iron for the manufacture of spring beds. A request was made for the admission of it free for this purpose as well as for the manufacture of iron bedsteads. This request was recommended to the Government.

OATMEAL.

The fourth matter related to the duty on oatmeal. The oatmeal millers asked that the Association endorse their request for such alteration of the tariff as to prevent the duty on raw material exceeding that on the finished product, as is often the case under the working of the Customs Tariff, where the duty on the raw material is on a specific basis, while that on the finished article is on an ad valorem basis.

LUMBER.

A request was made by the lumber manufacturers of British Columbia that the Association endorse its request for a duty of \$2 per thousand on lumber. Your Committee conferred with representatives of the Ontario lumber interests, and also those of the furniture interests involved, but was unable to do further than recommend the Government to place a duty on such lumber as is not manufactured in Canada. We have therefore submitted the matter for your attention at this meeting.

BABBITT METAL.

Certain manufacturers of babbitt metal, which at present carries a duty of 10%, while the raw material entering into it carries a duty of 15%, have asked that this duty be increased to 25%. We corresponded with a number of members of the Association interested in this material, but have not yet been able to get strong enough support to present it fairly to the Government.

The question of the duty on lead and lead products was brought to our attention by

correspondents during the year. As this is an important question affecting many interests, we have held it over to be considered also to-day.

GOVERNMENT IMPORTATIONS.

One of our members urged that the Association should express itself against



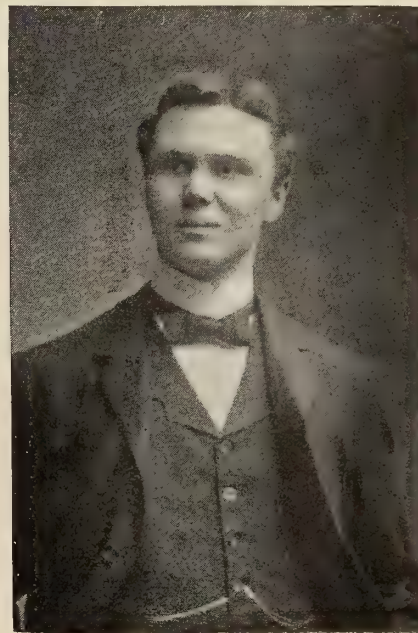
GEORGE BOOTH,
The Booth Copper Co., Toronto,
Treasurer.

DRAWBACK FOR EXPORT.

The first was in the form of a resolution from the Executive Committee asking whether the drawback of duty paid on articles entering into goods for export should be allowed when these articles were manufactured in Canada. The matter was carefully discussed by representatives on both sides. It was finally resolved, however that the Committee could not support the request asking that the drawback be not allowed on these classes of goods.

WOOLLENS.

The second matter under consideration was the request of the woollen manufacturers to have the duty increased on woollen goods entering into Canada. This matter has been fully placed before the Committee and before the Association in general. We have voiced the sentiments of our members in strongly submitting to the Government the request



T. A. RUSSELL,
Secretary.

the Government importing articles without paying duty. Your Committee had not, however, before it sufficient information to enable it to act in this matter and it was felt that the Government would in all cases give the preference to Canadian products where these were obtainable.

PAPER BAGS.

One of our members desired to secure a higher duty on paper bags entering Canada. We were not able, however, to get any support on this from other paper bag manufacturers, so the matter has been allowed to rest.

BEET ROOT SUGAR MACHINERY.

The announcement of the Government to allow the entrance of machinery for the manufacture of beet root sugar into Canada free of duty for one year was brought to our attention by some of our members interested. While we felt that this was not the proper manner for the Government to take up the

encouragement of an important industry looking to the beet root sugar manufacture, as the concession was granted only for one year with a view to starting the industry in Canada, it should not be opposed by manufacturers.

OIL.

The question of the tariff on oil was raised by one of our members who asked that we support the somewhat general petition that had been presented to the Government asking that the duty should be removed. The Tariff Committee, after considering this question, had the matter fully discussed before the Executive of the Association, the result being the passing of a resolution in which the Committee of the Association declined to support the request for removal of duties on oil products.

SUBJECTS TO-DAY.

At this meeting several matters have been brought to our attention, viz., the tariff on the following items :

- (a) Woollen goods.
- (b) Oatmeal.
- (c) Lumber.
- (d) Folding boxes.
- (e) Coal.
- (f) Agricultural implements.
- (g) Flour.
- (h) Shirts and collars.
- (i) White lead and resulting products.
- (j) Spades and shovels.

It is the recommendation of your Tariff Committee that names of persons who may be interested in these be added to the representatives of the particular industries involved, that these committees report to the committee of the whole at the meeting to-morrow morning and discuss the tariff items referred to and then report to the general meeting of the Association. We commend this policy for your adoption.

There are also a number of other tariff items to which attention has been drawn since this circular has been sent out, and it is for the meeting to decide whether you will have any of these discussed or not. It was the opinion of the tariff committee that this could not well be done. If, however, you wish to make provision for recommendation to the general meeting, on tariff items other than those mentioned in the circular, we would recommend that you decide upon it at once.

All of which is submitted, on behalf of the Committee for the year.

GEO. H. HEES, Chairman.

TARIFF DISCUSSION.

The President—The Committee on Resolutions will retire now. The secretary will supply them with such resolutions as are already before us—meantime the Secretary will review a number of Tariff requests which have not yet passed the Tariff Committee.

Mr. George E. Drummond—Mr. Chairman. I want to know if it is in order to give notice of a resolution which I would like to present in regard to the iron and steel department, and also in regard to the chemical department, for the purpose of caustic soda. The first department has been started in Canada, that is the iron and steel industry.

It has been very gratifying to Canadians generally, and manufacturers especially, that the iron industries in Canada, at Sydney, Sault St. Marie, Midland, Hamilton, and other parts, have made rapid advancement within the past year. And in connection with this the manufacturers of iron have carried the manufacture of steel, a product from iron—to a higher state than ever before. It is to be hoped that within a few months the industry will be in a state of still further advancement. It will be necessary that the Government should try to act fairly in the matter of protection, and I would like, if it is in order, to give notice of a resolution in connection with the establishment of the iron and steel and chemical industry.

The only question is whether it is possible that the meeting should admit a discussion of the question.

The Secretary—Mr. President. This tariff report has been brought to the attention of our members by a special circular and if there were any objection to a proposed change in any of the items mentioned each member has a right to speak. It is our desire to appoint a committee for each of these different industries, for instance, the oatmeal industry, the flour industry, etc., and any others, so that they may bring in a report stating exactly what is wanted. Then it might be brought up for discussion in the committee of the whole.

There are also a few other tariff matters which have not been included in the circular that was sent out to our members which might affect some of the members, without their having had due notice of the same or opportunity of presenting their views. Now, we wish to make the finding of the Association on all tariff matters that come before us unanimous, we wish to have it placed before the Government, and say to them that it is final and that they can look for no objection from the manufacturers of the Dominion. In order to preserve that position with the Government and at the same time take advantage of the splendid meeting that we have here for the consideration of tariff items, we decided that these tariff matters which were sent in to us subsequent to the sending out of our circular and the preparation of this report would be dealt with just the same as those others, except this, that the finding of this meeting would be subject always to the ratification of by standing Tariff Committee, in order that

each member might have an opportunity of discussing it from his own particular standpoint. You will understand the difference between these items on the list and others that will be dealt with. Any matter that is brought up can be discussed and reported on, but these matters outside of the list will be subject to a subsequent ratification.

Mr. Drummond—I may say that that would be quite satisfactory, as far as iron and steel and chemicals are concerned.

The Secretary—Then I will add iron and steel and chemicals to the new list?

We have here a request from one of the members, asking that the duty on granite be increased, in order to encourage the mining and working of granite monuments in Canada.

A request from two members, asking that steps be taken to impress upon the Government the necessity of providing more complete machinery for the proper appraising of goods entered at custom ports in competition with Canadian goods.

A request from those interested in the manufacture of licorice, asking that the tariff on the finished licorice, when it is made into confectionery, should be increased.

Those include the various items with those of Mr. Drummond, which will be dealt with in the same way before to-morrow morning, but on which the report will not have to be final.

It will now be our duty to go through these items and arrange for the committees for each item.

The President—The proposition is now that we name the personnel of the committees to deal with each of these subjects, not necessarily at once, but at some period before to-morrow morning. We will name the committee and its convener so that they may be brought together at the earliest possible moment.

Mr. McNaught—I think, Mr. Chairman, that these committees should consist of every person in the room who is interested in the industry at all, not as a manufacturer necessarily, but as one who might use the goods. There are some who are entirely opposed to the manufacturer, men who might use something else and might have different views from what we have. And it is the intention of the Tariff Committee that these committees should not be composed of four or five, but of every delegate here who is interested in the goods which are to be discussed. I think, Mr. Chairman, that every member present who is interested in the goods under discussion ought, from that very fact, to be on the committees.

The following committees were then appointed :

1. WOOLLEN GOODS—J. B. Henderson convener ; Messrs. Geo. Forbes, C. R. H.



GEO. H. HEES,
Geo. H. Hees, Son & Co., Toronto.

Chairman of the Tariff Committee, 1900-1901. Chairman of the Commercial Intelligence Committee, 1901-1902.

Varnock, Geo. Pattinson, S. T. Willett and R. Shaw.

2. OATMEAL TARIFF—Thos. Martin, convener; Messrs. J. D. Flavelle and Valter Thomson.

3. LUMBER TARIFF—W. K. McNaught, convener; Messrs. W. B. Tindall, J. R. Haw, E. J. Kose, D. W. Karn, O. Newcombe, A. Saunders, N. Currie and G. Mason.

4. FOLDING BOXES—A. E. Jephcott

convener; Messrs. A. E. Craig, Geo. A. Mace, J. P. Murray, F. A. Ritchie, D. F. Brown, Wm. Stone and Mr. Lake.

5. TARIFF ON COAL—No names were suggested for this committee, and this question was therefore allowed to stand over.

6. AGRICULTURAL IMPLEMENTS.—Jas. Maxwell, convener; Messrs. W. Cockshutt, W. J. Verity, Hon. L. M. Jones, F. T. Frost, W. W. Cox.

7. DUTY ON FLOUR.—This request, the secretary explained, came from the millers of British Columbia, who were not represented to support their request. As the Dominion Millers' Association did not think it wise to take up this at the present time, it was allowed to stand over for the new Tariff Committee.

8. SHIRTS AND COLLARS.—B. Tooke, convener; Messrs. Skelton, Gordon, Green, Beaudry, Sims, Morrice, Hawkesworth, Kendrie, Willett and Hewton.

9. WHITE LEAD AND RESULTING PRODUCTS.—The request for consideration of this item came from the British Columbia smelters. As there was no one present to take up this question, it was allowed to stand over for the new Tariff Committee.

10. SPADES AND SHOVELS.—S. T. Willett, convener.

11. GRANITE—D. T. McIntosh, convener.

12. MORE ACCURATE VALUATION AND APPRAISING AT CUSTOMS PORTS—T. C.

Brainerd, convener; Messrs. Travers, Verity, Green, Cockshutt, Rosamond and Gill.

13. LICORICE—J. A. Phin, convener; Thos. Robertson.

14. IRON AND STEEL—Geo. E. Drummond, convener; Messrs. A. J. Moxham, R. Hobson, J. M. Taylor, H. Cockshutt, W. J. Verity, J. O. Thorn, J. Peters, E. Guillet, Hon. L. M. Jones, T. L. Moffat, C. A. Birge, Jno. Bertram, Robt. Munro and Mr. Travers.

15. DUTY ON CAUSTIC SODA—J. T. McCall, convener; Messrs. W. K. George, T. H. Smallman, J. P. Murray, Geo. E. Drummond, and Robt. Munro.

ENTERTAINMENT.

The President—I would call your attention, gentlemen, to an invitation, which I will read to you: "Will you kindly convey to the members of the Association a cordial invitation on the part of the Faculty of Applied Science of McGill to visit the Engineering building, and any other building they may desire to inspect at any time convenient to the members. I understand that next Thursday morning would be a suitable time, if so, I will be very glad to meet any of the members who would be able to come."

"HENRY T. BOVEY."

We have also an invitation on behalf of the Elder Dempster Company to inspect the steamship "Lake Simcoe" at any time convenient to the members.

REPORT OF THE RECEPTION COMMITTEE.

THOMAS RODEN, CHAIRMAN.

We will now call for the report of the Reception Committee from Mr. Thomas Roden, chairman.

Mr. President and Gentlemen,

Your Reception Committee begs leave to report that we have followed in part the suggestions made at our last year's general meeting re the planning of a series of dinners, associated with discussion of subjects of interest and import to the manufacturing industries of Canada.

January 25th a Banquet was held, after which a lecture was given by Mr. Harvey on the Metric System of Weights, Measures and Currency, associated with general discussion.

In February a lecture was given by Mr. Kennedy (Cramp Steel Co.) on the development of the steel and iron industries in Canada.

On March 22nd a lecture was given by the National Cash Register Co under the auspices of the Association. The meeting was well attended and was the means of suggesting many reforms in our manufacturing establishments.

On April 25th a dinner was given, followed by addresses on Chemistry as applied to the

Arts and Manufactures, by Prof. Lang and Dr. Ellis. An evening of enjoyment and profit was spent, from which influence the college theorist and practical business man were brought into closer sympathy in the solution of the problems of the day.

On October 20th a luncheon was tendered to the foreign and Canadian correspondents associated with the Duke of York's visit.

We are pleased to report that all of these meetings were very successful, and we take this opportunity of thanking the officers and members of the Association for their generous sympathy and support in making them so. It will also be gratifying to you to know that in every case but one the receipts exceeded the expenditures, and that as shown, your committee has a balance to its credit.

We are strongly of opinion that it will be advisable to continue this form of entertainment, and we trust that the same hearty support accorded in the past will be given in the future.

The arrangements for the present convention have been carried on by this committee, through the Secretary, Mr. T. A. Russell, working in conjunction with the Montreal

Branch, reports of which cannot be given until its conclusion.



THOS. RODEN
Roden Bros., Toronto.

Chairman of the Reception Committee, 1900-1901. Vice Chairman of the Toronto Branch, 1901-1902.

We regret that it has not been possible to arrange for meetings in the different cities as suggested in last year's report. The membership in most localities not being sufficiently large to warrant the expense, we felt it advisable to await improved conditions.

We take this opportunity of expressing

our sincere appreciation of the work of our Secretary, Mr. T. A. Russell, in rendering such hearty and invaluable assistance in bringing our efforts to such a successful issue.

THOS. RODEN,
Chairman.

The adoption was moved by the Chairman

of the Committee, seconded by Mr. W. K. George. Carried.

The President—Now we will receive the report of the Industry and Membership Committee.

Mr. J. P. Murray, the Chairman of the Committee, read the report and moved its adoption seconded by Mr. George H. Hees.

REPORT OF THE INDUSTRY AND MEMBERSHIP COMMITTEE

JAMES P. MURRAY, CHAIRMAN.

YOUR Industry and Membership Committee begs leave to submit its report of work done during the past year.

In connection with the membership portion of our work, attention was first directed to the possibility of securing an increased representation of members in our Association from the City of Montreal. Through the active co-operation of our First Vice-President, Mr. C. C. Ballantyne, arrangements were completed for a meeting to be held jointly of the Montreal members of the Canadian Manufacturers' Association and the members of the Montreal Manufacturers Association with a view to amalgamating the two. At this meeting, which took place at Montreal, it was resolved that the Montreal Association unite with the Canadian Manufacturers' Association, and that a local branch be also established in connection therewith for the city of Montreal. From that time our membership in Montreal has rapidly increased, until it numbers at the present time some 125, although even this number should be doubled during the coming Association year.

BRANCHES.

We have also had formed during the year local branches at Halifax, for the Province of Nova Scotia; Vancouver, for the Province of British Columbia; Winnipeg, for the Province of Manitoba, and one in the city of Toronto. During that time the membership has also grown at a satisfactory rate.

SECTIONS.

The other matters which we have entered upon and carried out have been the securing of the formation as Sections of the Canadian Manufacturers' Association, the Woollen Manufacturers' Section, the Agricultural Implement Manufacturers' Section, the Oatmeal Section and the Piano Section, all being members of the general Association, having a special committee for their own section, and with our Secretary as their Secretary.

MEMBERSHIP.

At our last annual meeting we reported with some considerable enthusiasm that our membership had increased to 342. We are able to report to-day that we have 825 mem-

bers in good standing and 28 applications pending acceptance at the first meeting of our new Executive Committee—certainly a growth that must be satisfying to the members of the Association, for we must recognize that a strong membership is the first requisite for a good association. Unless we have a sufficiently numerous membership we shall lack funds to carry on our work; shall not have the men on our committees that we require nor will our deliberations receive the attention that they require. The Membership Committee has therefore always most important work to do in connection with the progress of the Association. In addition, however, to the work done by the committee, we have to notice the special efforts put forth by some of our members. What these are, and who deserve the praise, may be seen from the following list of proposals for membership by different members.

NEW MEMBERS PROPOSED BY

Membership Committee	225
J. O. Thorn	87
C. C. Ballantyne	39
J. P. Murray	25
Wm. Stone	10
W. K. George	9
P. W. Ellis	9
Jas. Davidson	8
C. H. Riches	7
F. H. Wright	6
W. K. McNaught	6
John McFarlane	6
Thomas Roden	4
F. B. Fetherstonhaugh	3
Geo. H. Hees	3
J. J. McGill	3
Lang Tanning Co	3
Geo. Evans	2
Geo. Booth	2
R. E. Menzie	2
J. J. Cassidey	2
Wm. McMaster	2
J. F. Ellis	2
Robt Munro	2
N. A. Bent Chair Co.	2
J. D. Rolland	2
W. E. Harris	2

INDUSTRY.

In connection with the Industry Section of the work of your committee, it is not

necessary for us to report in any considerable detail. Several of the matters that are referred to in the report of other Committees were first brought up in our Committee, which was regarded as the pioneer in the work of the Executive Committee, and matters were then referred to the separate proper committees for final report.

METRIC SYSTEM.

We have to note, however, the increased interest that was taken through our efforts in the Metric System. On the recommendation of your committee this subject was made the basis of one evening's discussion at the first monthly dinner held under the auspices of the Reception Committee. Col. Jeffrey Burland was to have introduced the subject, but in his absence it was ably dealt with by Mr. Arthur Harvey, Toronto, Prof. Ellis and Principal Galbraith, of the School of Practical Science, and others. The result was the adoption of a resolution at that meeting recommending to the Executive Committee that it place itself on record as in favor of a conference between representatives of the English speaking nations with a view to securing a uniform system of weights and measures, etc., on a decimal basis. The result of this discussion has already been made public and has led to a considerable revival of interest in the subject in Canada.

MUSEUM OF PRODUCTS.

We have been able to arrange at the offices of our Association for a very considerable display of the products of several countries, notably, the West Indies, having received representative exhibits of their products with a view of encouraging trade with that Sister Colony. In the same way we have also received samples of Kauri Gum, and other articles from Australia; some of the products of their own manufacture, and we hope gradually to add to our collection so that it will become one of the valuable assets of the Association.

Under the heading of work of this committee has also been grouped the work attaching to the proper furnishing of our Head Offices. These are now very adequately supplied with the necessary machinery for an up-to-date mercantile office, and we believe a credit to the Asso-



C. C. BALLANTYNE,
The Sherwin-Williams Co., Montreal.
First Vice-President, 1900-1901.

ciation. We cordially invite any members when in Toronto to visit the offices of the Association and there become acquainted with the different parts of its work.

FOREIGN CORRESPONDENTS.

We have also recommended to the Executive Committee the appointment of certain parties as correspondents of the Association in foreign countries. The credentials of these gentlemen have been carefully examined, and, while the Association offers them no pecuniary reward, the connection is of value to them. At the same time it enables us to often secure valuable trade information for our members. These gentlemen are:

D. H. Ross, Brisbane, Queensland.

Th. de Schryver, Auckland, New Zealand.

Charles Dobson, Strand st., Sydney, Australia.

William McLean, 107 Elizabeth st., Melbourne, Australia.

C. D. Davies, Bridgetown, Barbadoes, West Indies.

Moffat, Hutchins & Co., Wale st., Cape Town, South Africa.

Harrison Watson, Curator, Canadian Section, Imperial Institute Road, London, England.

It is hoped that these will be further extended this next year.

MEMBERSHIP CERTIFICATES.

We have also had membership certificates nicely finished, framed, and sent to all our members, with the request that they give them a prominent place in their respective business offices. There was considerable initial expense in connection with these certificates, but we believe that their display in the manufacturing establishments of every Province of the Dominion

will have a very beneficial effect on the future of the Association.

In conclusion, your Committee recommended that as the work of the Reception Committee and the Industry and Membership were so identical in many respects, it would be well to amalgamate these two, making a committee to be known as "The Reception and Membership Committee" which would be able to adequately look after the work of the Association in these two important particulars.

All of which is submitted on behalf of the Industry and Membership Report.

JAMES P. MURRAY, Chairman.

The President—There appears in the report but one item which might call for some discussion, that is the last portion, where it says: "In conclusion your committee recommended that as the work of the Reception Committee and the



JAMES P. MURRAY,
The Toronto Carpet Manufacturing Co., Toronto.
Chairman of the Industry and Membership Committee,
1900-1901. Chairman of the Reception and Membership Committee, 1901-1902.

Industry and Membership were so identical in many respects it would be well to amalgamate these two, making a committee to be known as the Reception and Membership Committee, which would be able to adequately look after the work of the Association in these two important particulars." The experience of the two committees in question suggests this alteration. They have had to do much duplicate work, and to save the time of representatives on these committees, it has been deemed advisable to amalgamate the two into one, to be known as the Membership and Reception Committee. Now, I will wait a few moments for any remarks respecting this alteration in the constitution of the Association.

Mr. T. G. Mason—Mr. Chairman, would the discussion be confined to just the last section of the report which you have just read?

The President—No, certainly not.

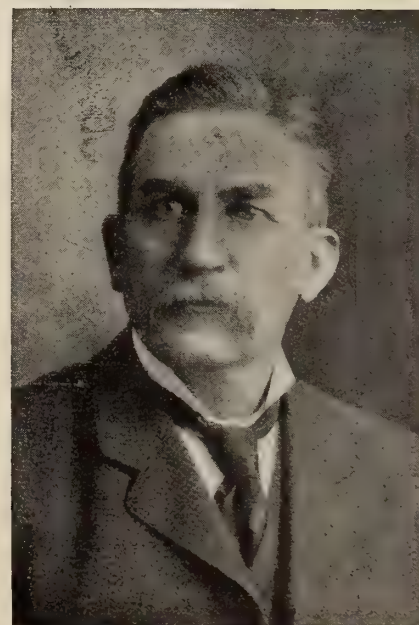
METRIC SYSTEM.

Mr. Mason—Because, I would like to refer to one very important part in this report of the Committee—the metric system. The members of this Association should seriously consider that very important section of the report, that says that they will second any movement which is made for bringing the subject of the metric system before other countries. Now, I think it is in the province of this Association, to abandon any effort to influence other Governments. I think we ought to bring our own influence to bear upon our own Government for the introduction of the metric system, rather than waste it where we have very little influence, with foreign Governments. I think we ought to endeavor to have it introduced into Canada, and if the metric system were established here, then it would be an object lesson to other Governments to follow suit.

The metric system from my light of its objects, is a very important and serious question for this country. We know from the able manner in which it was presented before our Association by Mr. Harvey, that it would be a most important thing to have it adopted here in Canada, and if the influence of this Association could be so directed and brought to bear upon the Government of our own Dominion, so that it might at some future time be adopted, I think it would have a good effect upon other Governments.

CORRESPONDENT MEMBERS.

I wish also to refer to another part of this very able report. It is in reference to the corresponding members in distant countries. I very heartily approve of having corresponding members, but until there has been established a very systematic and regular system of communication between these countries, I think these corresponding



ARCHD. CAMPBELL,
Chairman Railway and Transportation Co., 1900-1901
and 1901-02.

members will be of very little value to us, and we to them, but if the Government were to establish a direct, regular, and uniform communication with these countries, then these corresponding members would be of infinite value to us as an association. But as it is now it will just amount to correspondence and I think very little more. I bring these two matters contained in the report before the Association, and I hope they will lead to some little discussion, or attention, because they are both fraught with important issues.

The President—I am sure gentlemen, we are very pleased to hear Mr. Mason's remarks on the two subjects of the metric system, and of corresponding members. The question of making the corresponding members of more value to the Association, with respect to means of communication between the various countries where they are situated is an important one, but will come up in due course in the report of the Railway and Transportation Committee. If Mr. Mason would like to offer any resolution on the metric system we would be glad to hear it now.

Mr. Mason—I just referred to it for the purpose of discussion, so as to attract to that important subject the attention of those who had not the opportunity of listening to the very able address of Mr. Harvey.

The President—Quite so. Are there any others who wish to address themselves to this report?

The motion to adopt the report was then carried.

The next is the report of the Parliamentary Committee. The Secretary will read it in the absence of C. H. Riches, the Chairman.

REPORT OF THE PARLIAMENTARY COMMITTEE

C. H. RICHES, CHAIRMAN.

YOUR Parliamentary Committee begs leave to submit herewith its report covering work for the past year. This work falls naturally under two headings: First, matters of Dominion Legislation, and second, legislative matters in the Province of Ontario. Any matters affecting the interest of manufacturers in the Province of Quebec were looked after by the local section in Montreal.

The matters that have received the attention of your Committee in the field of Dominion legislation may be outlined as follows:

THE ALIEN LABOR BILL.

During the last session of Parliament, a Bill was introduced by the Premier amending the Alien Labor Act in several important particulars. Your Committee carefully investigated the terms of the bill proposed, and while not in sympathy with this class of legislation, decided not to oppose the Act, but to seek for such amendments as would prevent some of the most serious hardships to manufacturers. We, therefore, secured the insertion in the Bill of a clause providing that the Act should not apply in the case of the importation of skilled labor not obtainable in Canada and required for the development of any of our manufacturing industries.

TRADE MARK ACT.

Another Bill was that introduced to amend the Trade Mark and Design Act by making the Union Label rank as a Trade Mark. This Bill had passed the Commons at the previous session of Parliament, and was last year introduced in the Senate. Your Committee held special meetings to consider its position, and acting with the Montreal Branch sent a representative to Ottawa to oppose this Bill before the Banking and Commerce Committee of the Senate. Despite the support of it there by representatives of all the labor organizations, the efforts of your representative were

successful in having the Bill reported on unfavorably by a unanimous vote.

PATENT ACT.

A Bill was introduced seeking to extend the life of a patent that had not been used or developed by the holder during its natural term. This was considered as injurious to the interests of manufacturers, and on our opposition to it laid before the Minister of Agriculture, the Bill was withdrawn.

The other matters receiving the most careful attention of your Committee were the Patent Act and the working of the Patent Office. At the annual meeting a year ago instructions were given to your Committee to investigate this subject and place its views before the Government with a view to securing an improvement in the facilities afforded by the Patent Office.

PATENT OFFICE.

"It was resolved that the secretary prepare and forward to the Department of Agriculture at Ottawa a resolution dealing with this subject and embodying the following points:

"1st—That the entire revenue derived from the Patent Office should be expended on the office in order that the work might be as efficiently done as possible.

"2nd—That the services of an official thoroughly skilled in the work of a modern patent office should be secured for the purpose of directing the examiners in the Canadian Patent Office.

"3rd—To print copies of patents so that they may be obtained at a reasonable price.

"4th—To make it incumbent on examiners to take up applications as far as possible in the order of filing.

"5th—To provide a sufficient number of examiners to expedite the business of the office.

"In presenting this resolution the attention of the Government was also to be directed to the following points:

"In support of suggestion No. 5 it was pointed out that the number of patents applied for during the year ending June 30, 1900, in the United States, was 39,815; that the number of examiners was 200; that, therefore, the number of applications to be considered by each examiner was approximately 200.

"On the other hand, the number of applications that have been received in Canada for the year ending Sept. 30, 1900, was 4,576, and the number of examiners at present employed is seven, making a total of 663 applications to be considered by each examiner. Consequently, an examiner in the Canadian Patent Office is required to look into at least three times as many patents as it is considered he is able to do in the United States Patent Office."

In this connection we have to note that during the year a substantial improvement has taken place in the working of the Patent office; that the number of examiners has been increased, and that other facilities have been provided to expedite the work of the office. Other suggestions, however, covering the printing of patents, etc., have not yet been provided for. We commend our recommendations once more to your support.

AMENDMENT TO PATENT ACT.

The nature and scope of the amendments to the Patent Act proposed could not be better set forth than in the following statement, prepared for the Committee by Mr. J. E. Maybee.

The Deputy Commissioner of Patents should not necessarily be the Deputy of the Minister of Agriculture (as now required) as the Association has already suggested that a specially qualified person be employed to take charge of the Patent Office, and such a person should bear the rank of Deputy Commissioner of Patents.

Very important changes are suggested in section 7. We advocate amending the



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The Standard Silver Co., Toronto.
Chairman of the Toronto Branch, 1900-1901. Ontario
Vice-President, 1901-1902.

section so as to avoid the possibility of having a Canadian patent voided through a use of the invention by another party in some other country or by its description in a printed publication which has not reached Canada

In this, we will follow British precedent.

Of at least equal importance is the change suggested to section 8.

The committee strongly approves the amendment set out in Mr. Fisher's Bill of last session, which struck out that part of the section which limits a Canadian patent to expire on the date of expiration of the first expiring prior foreign patent for the same invention.

Much hardship has been caused Canadian patentees by this proviso, which in 1898 was struck out of the United States statutes. It is felt that a patentee in Canada who tries to protect his invention in foreign countries should not be placed in a worse position than the patentee who leaves his invention absolutely open to the inhabitants of foreign countries and contents himself with only a Canadian patent.

FEES.

A very radical departure is suggested in regard to patent fees.

Fees are now payable in three instalments of \$20 each, \$20 payable on filing the application, \$20 before the expiration of the first six years of the life of the patent and \$20 before the end of 12 years. This arrangement is troublesome to all parties and many have lost their patents through carelessness or inadvertence in failing to pay their renewal fees. It is suggested that the filing fee be made \$15, and that a further fee of \$15 be made payable after the allowance of the application. The patent when issued is to remain in force for the full term of 18 years without requiring further atten-

tion from the patentee in regard to fees, but, subject, of course, to any other requirements of the Act.

The office revenue would not suffer by this, and Acts of Parliament (expensive and troublesome to obtain), would no longer be required to revive forfeited patents.

"INTERFERENCES."

A complete change is suggested also in regard to the procedure relating to "Interferences," that is in those cases when two or more persons have applied for patents for substantially the same invention and which are pending in the office at the same time. At present the dispute may be settled either by arbitrators or by the Exchequer Court. Arbitration is expensive and uncertain, and it is suggested that interferences be settled by the Patent Office, primarily by an official to be known as the Examiner



C. H. RICHES.
C. H. Riches, Toronto.
Chairman of the Parliamentary Committee, 1900-1901.

of Interferences, and, if an appeal is desired, by a Board of Appeal.

This Board of Appeal is to be composed of the Deputy Commissioner and two Examiners, and its formation was considered desirable, primarily, as providing a Court of Appeal from the decision of a primary Examiner who may have rejected any or all of the claims of a pending application; the extension of its powers to interference cases naturally followed.

In interference proceedings the Commissioner has full power to make all necessary rules and regulations, but the United States rules of procedure are recommended as a guide.

MANUFACTURE AND IMPORTATION.

Section 37 on manufacture and importation was left alone, but the secretary is desired to find out, either from Ottawa or

England, what is the cause of the delay in Canada becoming a member of the Berne Convention as to Industrial Property. If the delay is caused by the necessity of changing this section, the committee recommend that circulars should be prepared setting forth any arguments that may be advanced both for and against the changes, and asking the opinion of the members whether, in view of such required changes, Canada should become a member of the Convention.

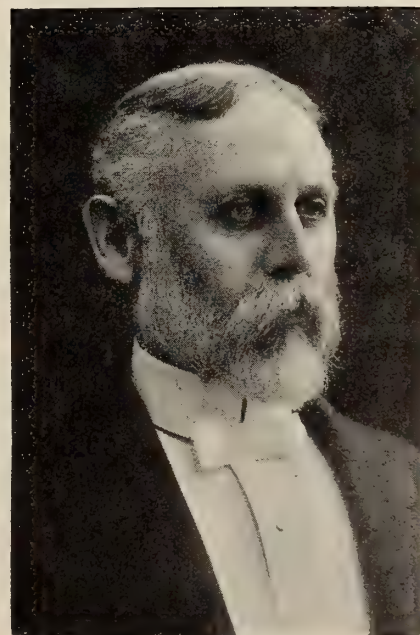
JOINT OWNERSHIP OF PATENTS.

An important discussion arose over sections 25 and 26, relating to joint ownership of patents. As these sections now stand no intimation is given that an assignee of any undivided interest in a patent, no matter how small, is entitled to work the invention independently of the other owners and to pocket all the proceeds, unless a special agreement to the contrary is entered into. It is suggested that a clause be added to section 26 notifying the public that an assignment of an interest in a patent creates a tenancy-in-common between the joint owners, so that assignors will be warned to have special agreements prepared, when assigning, defining the rights of the joint owners.

It is also deemed advisable that a clause should be added to section 26 providing that assignments must be registered within three months of their date of execution.

In section 39 it is advised that the item relating to reissue fees be changed to read "On every application for reissue of a patent after surrender the fee shall be \$20."

Owing to the loose wording of the present item it has been the practice to charge \$4 per year for every unexpired



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The Canada Screw Co., Hamilton, Ont.
Ontario Vice-President, 1900-1901. First Vice-President,
1901-1902.

year of the 18-year term, making \$72 if a patent were reissued during the first year of its life.

In section 55 a change was made making it an offence to advertise articles as patented which were not so patented, as some manufacturers have sustained injury to their trade by this particular deception.

The words "for the purpose of deceiving the public" were dropped, as it is deemed the act of falsely marking goods as patented should be sufficient proof of wrong intent.

A number of other changes were suggested, but the above are the most important and for further detailed information the annexed schedule, showing the Act as it stands, and also as we have amended it, or have suggested it should be amended, may be consulted:

SECTIONS AMENDED.

Section 5, to read: "There shall be a Deputy Commissioner of Patents, and the Governor-in-Council may from time to time appoint such officers and clerks under the Deputy Commissioner as are necessary for the purpose of this Act, and such officers and clerks shall hold office during pleasure."

Section 7, to read: "Any person who has invented any new and useful art, machine, manufacture or composition of matter, or any new and useful improvement in any art, machine, manufacture or composition of matter, or any new and useful improvement in any art, machine, manufacture or composition of matter, which was not used or described in any printed publication, in Canada, by any other person before his invention thereof, and which has not been in public use or on sale, in Canada, with the consent or allowance of the inventor thereof for more than one year previous to his application for patent therefor in Canada, may, on a petition to that effect presented to the Commissioner, and on compliance with the other requirements of this Act, obtain a patent granting to such person the exclusive property in such invention."

Section 8—In line 1: Change "person" for "inventor;" in line 2, "any other" for "a foreign;" in line 7, strike out "foreign," and add after "patent" the words "in any other country."

The Committee approves of the amendment of this section adopted during the recent session of Parliament, dropping the last clause of the section which reads "and under any circumstances if a foreign patent exists the Canadian patent shall expire at the earliest date on which any foreign patent for the same invention expires."

Section 16—The first clause to read: "The Commissioner on the recommendation of an examiner shall object to grant a petition in any of the following cases."

Section 16: "Recommendation is made that an additional clause be added to this section providing that the action of the Commissioner in granting or refusing a patent shall be subject to revision by any court of competent jurisdiction."

Section 16, part e, to read: "When it appears to him that the invention has already been patented in Canada or elsewhere to another person, unless the Commissioner has doubts as to whether the patentee or the applicant is the first inventor."

Section 19: This whole clause should be struck out, the policy of appointment of arbitrators being condemned.

In its place substitute: "In case of conflicting applications for any patent, the matter shall be referred for decision to a skilled person in the employ of the Patent Office to be known as the 'Examiner of Interferences.'"

2. "The Examiner of Interferences shall be appointed by the Commissioner to hold office during his pleasure.

3. "An appeal may be taken from the decision of the Examiner of Interferences to the Board of Appeal, provided same be entered within six months from the date of the decision of the Examiner of Interferences."

4. "The Commissioner may from time to time frame such rules as he may deem necessary to govern the procedure before the Examiner of Interferences, the taking of the necessary evidence and the procedure on appeal."

It is deemed desirable that the rules of the United States Patent Office relating to interferences be followed in the main, particularly as to the filing of the preliminary statements of the opposing parties.

Section 22, clause 1: Strike out all the words after "18 years" in line 2, beginning "but at the time of the application." The clause is to read: "The term limit for the duration of every patent of invention issued by the Patent Office shall be 18 years."

Section 22: Clause 2 to be struck out.

Section 22: Clause 3 to be struck out.

In section 23: "Whenever any patent is deemed defective or inoperative by reason of insufficient description or specification, or by reason of the patentee claiming more or less than he had a right to claim as new, etc."

Section 23: That a clause be added to this section, providing that the date for application of reissue of a patent shall be limited to two years.

Section 24, Clause 4, to read: "In case of death of the original patentee, or of his having assigned the patent, a like right shall vest in his legal representatives or assigns, any of whom may make disclaimer."

Section 26: Recommend that the words

"and such an assignment shall create a tenancy in common between the joint owners of the patent unless a special agreement to the contrary is entered into between the parties" be added after "in writing" in the third line.

Section 26—line 3: "Any instrument" should be "an instrument." Further, an addition should be made to this section providing that an assignment must be recorded within three months after the date of the execution of the assignment.

Section 29: Add in line 2, after the word "patentee," "or his legal representatives," so that it would read, "Every person who, without the consent in writing of the patentee or his legal representatives, makes, constructs, etc."

Section 37: In connection with this section, recommendation is made that the secretary ascertain from the Department in Canada or, if necessary, in England, what changes in the present Patent Act are necessary if Canada is to become signatory to the Berne Convention; and then a circular letter should be prepared setting forth briefly both sides of the question, and this should be sent to all members of the Association to ascertain their views as to whether Canada should adopt these changes, and become a party to this convention or not; and, also that we ask the Department not to make any changes in the Patent Act which may be necessary for adherence to the Berne Convention until the views of the manufacturers on the changes proposed can be ascertained.

Section 39—Item 1, to read as follows: "The full fee for a patent for 18 years shall be \$30, \$15 of which shall be payable on the filing of the application, and the remaining \$15 within six months after the allowance of the patent."

Strike out the next four items of this section, and amend item No. 11 of this section to read: "On every application for reissue of a patent after surrender the fee shall be \$20."

Section 43: Strike out all after the word "Act" in line 3 so that the section will read, "No person shall be exempt from the payment of any fee or charge payable in respect of any services performed for such person under this Act."

Section 46, to read: "Every person, who, before the issue of a patent has purchased, constructed or acquired with the consent or allowance of the inventor any invention for which a patent is afterwards obtained under this Act, etc."

Section 47 to read: "All specifications, draughts, models, disclaimers, judgments, and other papers except caveats and pending applications for patents shall be open to the inspection of the public at the Patent Office under such regulations as are adopted in that behalf."



F. W. THOMPSON.

The Ogilvie Milling Co., Winnipeg.
Manitoba Vice-President, 1900-1901, and 1901-1902.

Section 55—line 17: Drop the words "For the purpose of deceiving the public," so that this clause will read: "Who advertises or offers for sale as patented any article not patented in Canada is guilty of a misdemeanor."

The following to be added as a section to the Patent Act: "Every applicant for a patent or for the reissue of a patent, any of the claims of which have been finally rejected by the Examiner in charge of the application may within six months after the date of such rejection appeal from the decision to a Board of Appeal composed of the Deputy Commissioner of Patents and two Examiners in the employ of the Patent Office to be appointed by him, neither of whom shall be the Examiner whose decision is appealed from."

Our recommendations re the amendment of the Act were not taken up by the Minister of Agriculture last year, the reason being given that with the entrance into the Berne Convention of Canada, certain changes might possibly have to be provided for, and that in the meantime the Patent Act should remain as it stood until revision could take place bringing it thoroughly up to date.

TRADE MARK.

Trade Mark Fees:—Recommendation was also made to the Minister of Agriculture that the present Trade Mark fees be reduced from \$35 for general trade marks, and \$25 for specific trade marks, to \$7.50 and \$5 respectively.

With this was also a couple of recommendations that means be devised to protect illustrations, labels and novel advertising matter at a slight cost.

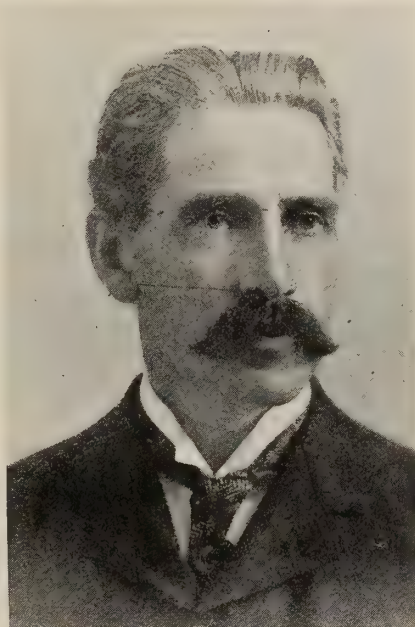
The Committee also recommend the substitution of the words "Copyright in Canada" in place of the lengthy notification now required, as the long form now

in use often considerably mars the appearance of articles which it is intended to protect.

REPORT ON INSOLVENCY LEGISLATION.

At the annual meeting, a year ago, a strong resolution was adopted placing on record the opinion of the members present, that we should have a uniform Insolvency Act for the Dominion of Canada. During the year a special sub-committee was appointed to deal with this question and to investigate the special conditions surrounding same. In doing so, the sub-committee reported that they had discovered difficulties in the way of putting into force a Dominion Insolvency Act, that had not been formerly anticipated, from different conditions in different parts of the Dominion.

After consideration of these, however,



D. W. ROBB.

Robb Engineering Co., Amherst, N.S.
Nova Scotia Vice-President, 1900-1901 and 1901-1902.

your Committee desires to place on record its thorough appreciation of the advantages to be derived from the securing of a uniform Insolvency Act for Canada. We believe, however, that it is only possible to secure this by the co-operation of the Government in power, through their taking it up as a Government measure. We would urge therefore that our Parliamentary Committee for the coming year endeavor to have the Dominion Government bring in a measure to provide for an Act on the lines suggested.

COMPANY LEGISLATION.

Over a year ago at the time when our Association was being reorganized, attention was drawn to an Act introduced in the Ontario Legislature to charge a license on all extra Provincial Companies doing business in the Province. At that time attention was given by your

committee, who understood that it was only intended to apply to Underground Insurance Companies.

The measure was hastily passed through the Legislature, and since that time our manufacturers in every Province have found that it applied to many classes of firms and corporations not previously expected.

The Act has become law, and the time for its disallowance by the Dominion Government has passed. The question again comes up in the form of a Bill of the Legislature of the Northwest Territories respecting outside companies. By this Act, the Company has to pay a license fee of \$150 in order to do business in that territory.

This Act has come into force, and can only be affected now by a disallowance of the Dominion Government. It is for you, as manufacturers, to consider whether or not we could take any steps to endeavor to do away with such legislation, and to prevent its enactment in the future. It simply means that the obtaining of a charter to do business in any one Province, or in fact in the Dominion itself, no longer carries with it any guarantee as to what rights are actually involved even in the Dominion of Canada.

LEGISLATIVE MEASURES IN THE PROVINCE OF ONTARIO — ASSESSMENT COMMISSION.

The most important matter receiving the attention of your Committee in Ontario legislative measures was the Assessment Commission appointed to ascertain the views of different bodies as to the most equitable form of assessment.

Your Committee after properly formulating its views on the question, corre-



C. J. OSMAN.

Albert Manufacturing Co., Hillsboro, N.B.
New Brunswick Vice-President, 1900-1901 and 1901-1902.

sponded with every member in the Province of Ontario, asking their opinion on the matters under discussion. The result was an expression of opinion from practically all our Ontario members to strengthen our hands in going before the Commission.

Acting on the information obtained in this way the Committee conferred with the Association's solicitor, and prepared a report, which was presented to the Commission. Several of our most representative manufacturers were present, and our memorandum was submitted. It has already been printed in "Industrial Canada," and is therefore in the hands of our members.

Briefly, the two points strongly urged were, first, that the present system of assessment on personalty was unfair and unjust, and should be abolished, and second, that if some tax is required to replace it, a business tax based on rental values as determined by assessment would be the most preferable.

We understand that the Assessment Commission is reporting favorably to the recommendations of the Manufacturers' Association.

FACTORY ACT.

A Bill was introduced to amend the Ontario Factories Act, by requiring the use of the Natural Drop Fire escape. This was successfully opposed.

Another Bill, introduced by Mr. Carpenter, to provide for the use of some special form of fire escape, was also opposed successfully, the committee taking the stand that no one form of fire escape should be required, as conditions vary with different factories.

The Bill, introduced by Hon. John Dryden, Minister of Agriculture, to amend the Factories Act, with reference to Fire Escapes, was discussed, and on the advice of your committee an amendment was added, whereby any device for a fire escape might be made satisfactory by order of the Lieutenant-Governor-in-Council.

The Bill to provide for boiler inspection, introduced by Mr. Carscallen, was considered to be onerous in its working out and was opposed. The Bill was withdrawn.

MINING ACT.

The Ontario Mining Act.—Your Committee was also asked to support the request of certain mining interests of the Province of Ontario, asking for a disallowance of the Ontario Mining Act. We believed, however, that we had not sufficient information on the subject, and decided to take no action in the matter.

In conclusion, your Committee would strongly recommend that you consider carefully the four questions we have suggested for your consideration—the in-

corporation of the Association; amendments to the Patent Act, and the working of the Patent Office; the question of Insolvency Legislation, and lastly, the question of Extra-Provincial Company Legislation.

INCORPORATION OF THE ASSOCIATION.

The President—Before having a motion regarding the adoption of this report, we might take up these subjects in their order. The first is respecting the incorporation of the Association.

I might add that the Executive Committee of the Association believes that the time has arrived when the Association should have a legal standing, and that we should apply for incorporation without delay.

Mr. McNaught—Mr. Chairman—I would move that the matter be referred to the Executive Committee, with instructions to have a proper notification drawn up, and to take such steps as they believe necessary to secure incorporation.

Mr. Karn—I have much pleasure, Mr. President, in seconding that motion.

Resolution carried unanimously.

PATENTS.

The President—The next item is the suggestion with respect to the patent office, which is very fully set out in this report.

Mr. Fetherstonhaugh—Mr. Chairman and Gentlemen, the suggestions set forth in this report appear to be in the main very valuable, but I think before this report is adopted, it would be wise to state that many of these suggestions have been already worked out by the present Minister. I do not see, at the present moment, the good of entering into a prolonged discussion, but I am going to move a resolution based on this report, because it is possibly misleading and as soon as the object has been obtained which the report seems to have in view, I think it will be all right. When I am moving this resolution, I hope to bring before you the exact status of the patent office at the present time and what has been done to bring it up to the required standard, I therefore, will not raise any objection to the adoption of the report, as there are a great many items that are brought forward in it that are all right. In addition to this I may say that credit has not been given where it is due. It is to the present Minister of Agriculture that credit should have been given, and I think that a resolution such as I hope to bring before you will probably make the matter right.

Mr. Thorn—I must oppose any resolution of that nature. I think we do give credit in the resolution read a few moments ago; we say distinctly, "In this connection we have to note that during the year a sub-

stantial improvement has taken place in the work of the patent office, the number of examiners has been increased and other facilities have been provided to expedite the work of the office."

We give credit there, and sufficient credit; in fact, beyond increasing the number of examiners and certain improvements, I think it is a real fact that nothing has been done along the lines we suggested over a year ago. We asked, for instance, at the last annual meeting that there should be spent on the patent office such proportion of the net revenue of the office as was necessary to secure competent examiners and provide them with the necessary facilities for their work. Now, I understand that perhaps three additional examiners have been added, but they were young men and inexperienced. Of course we are no doubt glad to see young men getting along, and they will be very valuable later on, but in the meantime they are practically of little use. We find a great deal of delay. I know in a case of our own company, patents that we applied for were not issued for over twelve months, and in some cases, ten or eleven months elapsed, while patents for similar articles were issued in three months in the United States.

We also asked that they should provide for the printing of patents, but this has not been done. Now, I pointed out at the last annual meeting that the patent office receipts were \$105,304.60, while the expenditure was \$35,880.90; leaving a surplus of \$69,546.61. So that it is quite reasonable that we should ask that a reasonable amount of that should be spent on improved facilities, and I really believe that in the report of the Parliamentary Committee we have given all the credit that is due at the present time. (Applause.)

The President—Are there any other gentlemen who wish to address the chair on the section of the report respecting the patent office?

Mr. Fraser—Mr. Chairman—I would like to call your attention to the fact that there seems to be a misprint on page two of the report. You will notice it says that the fees are payable in three instalments of twenty dollars each, which would make sixty dollars, and the suggestion was made that it should be in two payments of fifteen dollars each, making thirty dollars. Now, in the next paragraph of the report, you go on to say that the office revenue would not suffer any by the proposed change, while there is actually a difference of thirty dollars.

Mr. Travers—That would be very easily explained. Those who have had to do with patents will know that not more than one out of two hundred patents have more than the first fee paid. A great majority of patents never go further than the first six years. That has been my experience. I think myself this report is a very able one,



E. TOUGAS.
P. D. Dodds & Co., Montreal.
Quebec Vice-President, 1900-1901.

and reflects great credit on the men who got it out, we ought to thank them on behalf of the Association, because they have gone thoroughly into the matter. The question that you have just spoken of is one that can easily be answered, because twenty dollars, the first fee, in a great many cases is the last one that is paid. so that thirty dollars payable at the time, as a matter of fact, would secure a great deal larger return than sixty dollars payable in three instalments six years apart.

The President—Will that clear up the matter?

Mr Fraser—Oh certainly, the point was small, I just noticed it, and thought it was a misprint in the report.

INSOLVENCY

The President—We will pass on to the next item, which deals with insolvency.

Mr. Munro—I would like to say a word for the Committee of Insolvency. I happened to be the convener of the Insolvency committee of the Montreal Board of Trade. Our interview with the Minister of Justice led us to understand that the legislation of the Provinces would result early in a Dominion Act. During the year now closing an Act generally satisfactory has been adopted—in British Columbia and in Nova Scotia. This I think will clear the way, according to the statement of the Hon. Minister of Justice, for a Dominion Act, if it is followed out by the other Provinces. I just wish to give praise to the men who have taken an interest in this matter, and I think that this should be an encouragement to us to prosecute our efforts to secure a uniform Act for Canada.

The President—It is very encouraging to know that the Provincial Governments are giving attention to this very important matter and that soon we will probably have a Dominion Act, by reason of the similarity of the provincial Acts and

the fact that the difficulties that have presented themselves in the past have been largely overcome.

Mr. Shaw I don't think that we should pass over this important matter of insolvency legislation if you will permit me, Mr. Chairman, by simply bringing the matter up and letting it rest, to see what the Government will do. I think we ought to keep this question right to the front, and that we should pass such a strong resolution as will let the Dominion Government see that we want Dominion insolvency legislation and that they will get no rest till we get it. (Hear, hear). I think the various boards of trade and trade associations throughout the country are pretty well agreed as to what the Act should be. Copies of two Acts have already been submitted to the various bodies, and the Government is pretty well acquainted with the desires of the country. But the banks seem to have



F. C. WOLFENDEN.
Okanagan Flour Mills Co., Armstrong, B.C.
British Columbia Vice-President, 1900-1901.

more influence than the manufacturers and trading organizations, and they don't want it, and we do want it, and we ought to insist on having it if we can get it.

The President—You will observe that the report favors having the Dominion Government bring in the measure. Mr. Shaw has reviewed the subject and I would suggest if he would like to put it more strongly than the report, and if he is still of the opinion that a resolution setting forth in clear terms our earnest desire for this legislation would avail anything, he might prepare such a resolution and have it placed before the resolution committee.

This need not prevent the adoption of the report.

EXTRA PROVINCIAL COMPANY LEGISLATION.

The next section is extra provincial company legislation. This class of legislation which places a tax upon companies incor-

porated in one province and doing business in other provinces or operating under a Dominion charter and doing business in any province and which also discriminates as between an incorporated company and a partnership has been strongly objected to by our members. And now we find the North-West Territories enacting legislation on similar lines. Multiplied taxation of this character upon Canadian companies must be strenuously opposed. This section of the report is now open for discussion.

This subject will receive all consideration I believe, by your committee. It is possible that some gentleman present may wish to address himself to the subject, and some one may wish to place a resolution on record. We are now open to receive any suggestions to go before the Resolution Committee.

Mr. Meighen, Montreal—I would ask if it were not possible for the committee to make some recommendation? Are there not facts that would warrant them making a recommendation to the association?

The Secretary—In the absence of the chairman I might reply. In connection with the Ontario Act which was passed and put into force over a year ago the opinion of the best solicitors that we have consulted is that the voiding of that by the Dominion Government would be a very serious matter. Now, as to whether the Territories as Territories have less power than the Provinces on this point we were not able to say before coming here. A copy of the bill which has been made law in the North-West Territories just reached us a week ago, and there can be no doubt whatever, but that to fight the matter out is a very serious question, whether it means the clearing of it up by legislative measures or not. And we do not expect more at this meeting than an expression of opinion from our members as to whether it is desirable



J. J. MCGILL.
The Canadian Rubber Co., Montreal
Quebec Vice-President, 1901-1902.

for the parliamentary committee to take action in the matter in this direction. In the short time we had before us we were not able to report definite recommendation to lay before you to-day.

Mr. Frost — The Northwest Territories have not had conferred upon them the powers of a state, but on some of our people they levy this impost of \$150, as can be done in Ontario or Manitoba, or the other Provinces which do have the sovereign powers of a state. Therefore it is desirable that this association should take up this question and impress upon the Dominion Government the advisability of annulling that power. There is no question that after they have the power of a province or state they will have the power to levy this impost. We know that in the United States it has been fought for a number of years, and so far the companies have not been able to overthrow it. I know one very large company in Chicago who changed their company from a joint stock company into a private partnership just for the purpose of evading or getting clear of paying these various imposts in the different states.

Now the imposts altogether are not very heavy, but in the matter of the North-West Territory, which is practically a part of the Dominion for Legislative purposes, I would suggest that it is important to make a strong resolution and have it if possible killed.

Mr. Meighen—I take it for granted that it is quite within the rights of the North-West Territories to pass an Act reasonably composed, yet I think it is perfectly in order that this association should impress on the North West Government the desirability of eliminating certain sections of that Act, for instance, take a joint stock company, they have to present a yearly balance sheet. Now, I hold a balance sheet should not be presented except to the shareholders. They also ask for a copy of the by-laws. I take pretty strong grounds, that the officers of a joint stock company should not have their salaries made public in that way—the salaries of a joint stock company are embodied in that by-law, and if your firm has to present your by-laws, then they become acquainted with the salaries you pay your different officials. I think that is going a little too far, and I think,

also, that it would be quite in order for this association to have these sections eliminated from the Act. I represent the Lake of the Woods Milling Company.

Mr. Braidwood—This question of taxing extra provincial institutions is a very serious one, and the sooner something is done to check it the better for the interests not only of the companies but of the country at large. We are beset on all sides. Ontario already taxes us although acting under our Dominion charter, and now the North-West Territories put on their additional taxes. We have only to have now British Columbia in the west and Prince Edward Island in the east to act similarly, and leave corporations at the mercy of outside parties altogether. I think it is high time that the whole question should be taken up thoroughly by the parliamentary committee and that there should be a systematic attempt made to deprive the local legislatures of any such powers and to refer the whole of these matters to the Minister of Trade and Commerce. (Hear, hear). I am convinced that nothing short of that could do one bit of good, it is hopeless for individual companies to fight the legislatures, you know that. If we want to fight the legislatures, we must do it in a body as an association.

Mr. Mason—I very much approve of the remarks of Mr. Meighen who has just spoken, but I think there is another phase of this very pernicious class of legislation, and which is in reference to the Transient Traders' Act.

These different provinces I think very seriously interfere with the general trade and navigation of the country. These provinces go beyond the powers of the Dominion Government and pass laws whereby a trader or the representative of a manufacturer going into a new city is confronted with a writ.

The President—The transient trader, Mr. Mason, if you will excuse me for interrupting you, is not at present under discussion.

Mr. Mason—No, but it is akin to this subject, and I think it should be dealt with.

The President—I know it is a very important question, but the discussion of it is not now in order.

Mr. Mason — I merely bring the thing

before the attention of the Association ; I think it is a serious matter that our representatives when going into a town or province are confronted by a representative of the law and have to go before a court and clear themselves, and get someone to become their security. This interferes with the free interchange of trade and is a proper subject for this Association to deal with.

The President—I would suggest that you prepare a resolution respecting your grievance, asking the Minister of Trade and Commerce to review the matter and place it before the Resolution Committee. It is certainly vexatious to have Canadian houses, when they cross the boundaries of one province into another, to have such trouble.

Mr. Bertram—I very much agree with the gentleman on my right (Mr. Frost) with regard to the imposts levied by the different governments upon joint stock companies. I had occasion to get a joint stock company formed in our line. I got a Dominion Act, thinking that if we got a Dominion Act we would be protected in all the different provinces. First we found Ontario put a charge on us. I think that when a Dominion charter is granted we should be protected all over Canada, and not have to pay an extra tax in each province.

Mr. Cox—I would suggest that Mr. Frost put his remarks in the form of some resolution, and if he will do so, I will be very glad to second it. It is very important that we should have one legislation to cover the provinces and the territories, and until we have, we will never be satisfied.

The President—I would suggest that Mr. Frost and Mr. Meighen take counsel together, and prepare a resolution to place before the Resolution Committee, in order that the matter may be brought before the chair and placed on record.

The report is now ready for adoption.

Mr. Karn—I will move the adoption of the report, Mr. Chairman.

Mr. Thorn—And I will second it. Carried.

The President—The chair will now receive the report of the Industrial Exhibition Committee.

Mr. McNaught—Gentlemen, I have the report of the Industrial Exhibition Committee, which I will read for you.

Report of Industrial Exhibition Committee

READ BY MR. W. K. McNAUGHT

GENTLEMEN :—Your representatives to the Toronto Industrial Exhibition have to report a considerable advance during the past year in so far as the interests of the manufacturers generally are concerned.

Owing to the action taken by this Association last year, the number of our represen-

tatives to the Toronto Industrial Exhibition Association was increased from five members to twelve. Two of your representatives had the honor to be elected on the Board of Directors, and one of them to the office of 1st Vice-President of the Association.

As a consequence of this increased repre-

sentation, the various manufacturing departments of the Exhibition were practically placed under the supervision and control of the members of this Association, with the result that an increased interest was manifested by our manufacturers as evidenced by the largest and best exhibit of manufac-



W. K. McNAUGHT.

The American Watch Case Co., Toronto.

Representative of the Toronto Industrial Exhibition Board. Chairman of the Tariff Committee, 1901-1902.

tured goods ever shown at any Canadian Exhibition.

It may be of interest here to note the importance of showing machinery in motion and the process of manufacture where practicable. Several fine exhibits of this kind were made at the recent Exhibition, and in every case they proved to be a valuable advertisement for the manufacturer showing them.

Your representatives would recommend that special awards be given for this class of exhibits, and that attention be called to this in the official prize list and through the press. A sub-committee has been appointed for the purpose of securing exhibits of this character.

Your representatives are sorry to have to report that the money asked last spring was not voted by the citizens of Toronto, and as a consequence the products of our workshops had again to be displayed in buildings entirely unsuited to the needs of exhibitors. Not only were they totally inadequate for the effective display of the exhibits, both as to size and arrangement, but the roofs of nearly all of them were so defective as to positively endanger the safety of many of the exhibits during the severe storms that occurred during the first week of the Exhibition.

The responsibility for this state of affairs rests entirely upon the City Council, which under the terms of the agreement now in force with the Exhibition, are bound to maintain all the buildings in a proper state of repair, and to erect such new ones as may be necessary.

While our manufacturers did all they could to make a good showing of their products, even in spite of defective buildings and other drawbacks, in order to impress the many visitors—including those from the United States and other foreign countries—it can hardly be expected that they will

again take the risk of placing valuable goods in buildings so unsafe and unsuitable for exhibition purposes.

Indeed, the consensus of opinion amongst the exhibitors of manufactured goods seemed to be that unless new and up-to-date buildings were at once erected to take the place of those that have done duty for the past twenty-three years, it would be utterly impossible to secure the attendance of many of our leading manufacturers who have hitherto stood by it, and done their best to make it a success. So far as the manufacturers are concerned the Toronto Industrial Exhibition is now at the parting of the ways and if it is to continue the erection of new buildings is imperative.

Your representatives feel that they cannot bring this report to a close without congratulating the manufacturers of the Dominion in general, and the members of this Association in particular, upon the very great



S. M. WICKETT, PH.D.

Messrs. Bickell & Wickett, Toronto.

Chairman of Commercial Intelligence Committee, 1900-1901. Chairman of Industrial Canada Committee, 1901-1902.

advance which they have effected in the quality of design and finish of their products during the past decade, as evidenced at the Toronto Exhibition. In many lines, notably, carriages, pianos, stoves, machinery and furniture, the display was not only notable in variety and extent, but the quality would fairly challenge comparison with similar goods manufactured in any other country in the world. The bringing together of such goods from the various sections of our Dominion not only has a good effect upon the manufacturers themselves, by enabling them to compare their products with those of their chief competitors, but it does much to impress the public with the fact that Canadian manufactures are equal if not superior to similar goods from foreign countries. To visitors from other countries, these exhibitions offer an opportunity of seeing the resources of Canada in such a shape that they are

enabled to carry away some idea of our capabilities. This has oftentimes been the means of opening up trade relations with this country in lines that had never been exported before.

OTHER EXHIBITIONS.

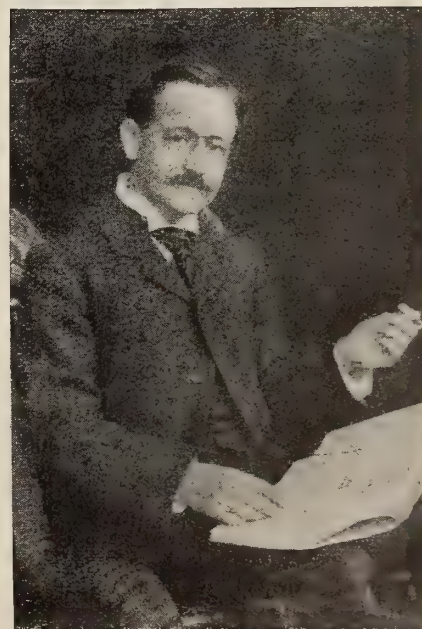
Generally speaking, such exhibitions are valuable national educators and should be upheld and encouraged in every legitimate way by our manufacturers. In this connection your representatives recommend that it would be a step in the right direction if our Association had representation in the Ottawa, London and Winnipeg Industrial Exhibitions and any others deemed of sufficient importance, as well as that at Toronto. Our Association should be represented on those organizations by members living in the several cities, and we think it would benefit this Association as well as the Exhibition named, if they were thus brought into closer touch with the Canadian manufacturers.

I will move, Mr. Chairman, that this report which I have just read be adopted.

DISCUSSION.

Mr. Thorn—In seconding the adoption of this report I desire to say that I think the time has arrived when we should have a grand Dominion exhibition, showing what the manufacturers are actually producing. We import, I believe, about \$110,000,000 annually from the United States. I believe this is altogether too much, a good part of that might be manufactured in Canada. I think it is necessary that we should get together and show the country what a fine class of goods and great variety we turn out. That could be done by holding a grand Dominion exhibition.

The President—I am sure we are very much interested in the report which the chairman of the Industrial Exhibition Committee has just read, and which



H. VANDERLINDE.

The Gutta Percha and Rubber Mfg. Co. of Toronto. Representative to the Toronto Technical School Board.

emphasizes strongly the fact that our members throughout Canada should take an interest in exhibitions held in the locality where they reside. I might add that the membership of the Association is drawn from a large section of Ontario, twelve of whom are appointed by the Canadian Manufacturers' Association.

FOREIGN EXHIBITIONS.

Mr. H. Cockshutt—I will say in regard to the report that I have no very special interest in the Industrial Exhibition in Toronto, but in regard to the world's exhibitions where the Government of Canada and the manufacturers of Canada are represented, I think we might deal with it with considerable advantage to the Canadian manufacturer, for instance, at Paris last year, the agricultural implement section—we were put eight miles from the exhibition in Paris. The agricultural industry is one of the largest in Canada, and one which should receive special attention. We were side-tracked in Paris and our goods were not properly advertised on that account. I think the world's exhibition is a place where the manufacturer ought to be fairly represented, and I think that our manufacturers should have a greater degree of interest shown in them than they have had. I believe that if a committee were appointed to look after the matter, it perhaps would be not only a benefit to the manufacturer, but to Canada, and it might be considered advisable at some future time to appoint a committee to look after the exhibitions in foreign countries where we are represented.

I believe in Glasgow we have had a fair representation, and we have had a good building to exhibit our goods in, but as I stated, in Paris we did not receive fair representation.

The President—I think Mr. Cockshutt's remarks might very fairly be brought to the attention of the committee who have to deal with exhibition matters, in order that it may widen its sphere of operations.

Mr. J. L. Morrison—I think it is only fair to our fellow members in the east that we in Toronto should do the very best we can to show our manufactures all over the country. I think that in the west we are strong enough now to ask our aldermen for buildings suitable for the manufactures of the country, as well as for the agricultural exhibits.

QUALITY OF EXHIBITIONS.

Mr. Richard Brown—I think one of the failures of our exhibition is that there is not enough attention given to manufactures, there are too many side-shows and things of that kind. Not only at Toronto, but at other exhibitions there is a falling off in the actual manufacture exhibition; there are a great many factories that are not represented at all, that were represented in former years. If there were greater attention paid to the actual manufactures the exhibitions would become of greater use to our country.

Mr. Booth—In reply to Mr. Brown I must say that the Exhibition Association and its representatives are not to blame for the want of attention. I think the reason is found in the prosperous state of the country. When representations have been made asking for an exhibit it has been said "we cannot show goods, we are too busy and have not time to attend to it." In the machinery department leading firms asked for space and it was held for them. Afterwards they sent in word that they could not send machines, as orders were so great that they could not spare them. The best time to have an exhibition is in dull times when people wish to put their goods before the country.

Mr. McNaught—I entirely agree with what Mr. Booth has said. The exhibition speaks for itself, and the report is absolutely true that the exhibition of manufactured goods at Toronto was the finest ever made in the Dominion of Canada. For example, the exhibit of pianos was very much larger at Toronto than at the Pan-American, and much finer. The furniture exhibition was larger and better than at Buffalo. This shows the educative influence of the exhibition. There were quite a number of people in the Dominion who were absolutely astonished to find that such goods were made in Canada. Even Sir Wilfrid Laurier, the Premier of the Dominion, said, when going through the exhibits, "Why, I did not know that such goods were made in Canada." And if the Premier did not know I am sure there would be many others who would be astonished.

You cannot do anything better to educate the people of Canada as to what is made than by means of exhibitions. Last year the woollen section of this Association brought several tariff matters before the Government. I suggested, as chairman of the manufacturing section of the Toronto Exhibition, that the woollen manufacturers make a large combined display at Toronto, and take it to Ottawa, Montreal, Halifax, Winnipeg—in fact all around the large cities of the Dominion. I don't believe you can educate people in any other way. My idea was not carried out, but the furniture men did, and Mr. Shaw will bear me out that the result was good. So far as the Toronto or any other exhibition is concerned, our representatives should use the exhibition as a means of advertising our goods and also Canada as a whole.

Mr. J. R. Shaw—I might say that we made a very creditable exhibit, an exhibit worth possibly \$6,000. That exhibit we sold six times over, and then sold the exhibit on top of it, without having to take it out of the city of Toronto. It is just as necessary to have a national exhibition as a national port. If we are to be a united people, we should unite upon one central point where we shall have an exhibition that is worthy of the country, not a lot of small exhibitions.

Toronto is to the fore in regard to the exhibition, it has the nucleus of a grand exhibition, and it should have assistance from the Dominion in making it an exhibition worthy of the Dominion of Canada. There is no better way of educating people than by showing them what we make. Consumers who thought such furniture was made only at Grand Rapids, were surprised to hear that we had been making it for years.

Mr. O. Newcombe—My impression is that Toronto is not going to take a back seat permanently. If the buildings are unfit for accommodation we will get them improved. I think we are a little hard on the aldermen of Toronto, and if I had known that this report was going to be read in Montreal I don't know whether I would have agreed or not.

I was at the Pan-American, yet I came back to realize that the great fair was after all held in Toronto. If the manufacturers would only unite and have a display of manufactures in the same way as agriculture and fisheries display there would be no equal of the Toronto exhibition anywhere in the world. Prizes amounting to \$30,000.00 a year have been given to the agricultural section. Now let us give \$30,000.00 to the manufacturers' section and then we will have an exhibition.

Mr. Jas. Cummings—I have just returned from South Africa, and it has occurred to me that if Mr. Shaw had sent this \$6,000 exhibit to the Glasgow exhibition it would have been worth almost a million dollars to this country. That is where he would have extended trade and commerce.

Mr. Shaw—There was no room there to hold it, the space was too small.

Mr. Cummings—I am glad to say that the agricultural implement men were to the fore. If it had not been for them I would have been ashamed to say at the Glasgow exhibition that I was a Canadian.

I would urge you gentlemen to see that a first class representation is sent to Wolverhampton next year.

The President—I am sure, gentlemen, these remarks have been most interesting. The subject has been fully discussed from different points of view.

The report was adopted.

ENTERTAINMENT.

Hon. Mr. Rolland—Mr. President and gentlemen, I have the pleasure to announce to you that Lord Strathcona has consented to be present at the banquet to-morrow evening. (Applause). As your time is short in our city I beg to announce to you that we have an invitation from McGill University to visit the different parts of the University on Thursday morning. I have had another arrangement on hand, and I will try to have it completed by Thursday.

The President—Gentlemen, this completes the business of this session. I will declare this meeting adjourned, to meet again in this hall at 8 o'clock this evening.

OPEN MEETING

WEDNESDAY EVENING, 8 P.M.

PROGRAMME:

Letters from Canadian Commercial Agents Abroad.

"President's Annual Address."—Mr. P. W. Ellis.

"Trade With Asiatic Russia."—Report of Mr. William Whyte.

"Canadian Industries."—C. J. Alexander.

The President—We have one disappointment this evening as conveyed by this telegram: "Regret, find it impossible to be with you Tuesday evening." A. J. Moxham. I will ask the Secretary to read some of the letters received from our commercial representatives abroad.

Canadian Commercial Representatives on the Development of Export Trade.



CAPT. J. O. THORN.
The Metallic Roofing Co., Toronto.
Chairman of the Toronto Branch, 1901-1902.

Islands and Canada, and lose no opportunity of advocating these views whenever occasion offers. This season our sugar shipments to Canada have resulted more favorably on the whole than similar shipments made to New York, and we are hoping that trade in that direction may continue steadily to increase. In imports it is difficult to make the progress that we would wish to see, as your neighbors have so long held the monopoly in most lines that it is not easy now to supplant them. There is also in these small markets a good deal of conservatism, but I think that there are favorable signs, and your manufacturers should persevere and not be discouraged. What is wanted is more personal intercourse, so that the actual wants and local peculiarities may be better understood and catered for. It may take time, but I think success must eventually reward your efforts.

Yours faithfully,

S. L. HORSFORD.



FRANK PAUL.
Belding, Paul & Co., Montreal.
Chairman of the Montreal Branch, 1900-1901.

S. L. HORSFORD, ST. KITTS, W.I.

St. Kitts, 12th October, 1901.

The Secretary The Canadian Manufacturers' Association, Toronto.

DEAR SIR,—I am in receipt of your favour of the 20th August, and have to request that you will tender to the Association my best thanks for their cordial invitation to the Convention and banquet to be held in Montreal on the 6th proximo.

I regret however that it will not be possible for me to be present, but I trust that the meeting may be eminently successful in every way, and that the objects of the gathering may be realized to the fullest extent.

I appreciate very keenly the advantages of extended trade relations between these

J. S. LARKE, SYDNEY, N.S.W.

SYDNEY, N.S.W., Oct. 1st, 1901.

Secretary of the Canadian Manufacturers' Association.

DEAR SIR,—I have just returned from an inspection of the show rooms of Mr. Chas. Dobson, who a year ago visited Canada and secured a number of agencies. The samples to hand are admirably shown, and I think he has the finest rooms of the kind in Australia. He especially asked me to write you to express his thanks to the President, Executive Committee and yourself for the kindness and unwearied attention which you and they showed him during his stay in Canada. He says that after visiting a number of countries, European and American,

more courtesy was shown him in Canada than anywhere else. I may add that the statement of Mr. Dobson agrees with that of other Australians who have visited Canada with letters from me. This courtesy bears fruit, as it makes these gentlemen friends of Canada and warm advocates of Canadian trade even in lines which they do not represent.

I regret, however, that Mr. Dobson, like every agent for Canadian manufactures, has some complaint to make, viz, delay in receipt of samples, price lists, and in correspondence. Even after twelve months some are not to hand. Mr. DeSchryver, another of your visitors, who is doing good work for Canada, and who has just left me, had the same story to tell. In my reports I have had to detail some extraordinary instances

of delays that in some cases have prevented business and in others destroyed after it has been begun. Your Association is doing admirable work for Canadian exports. May I ask them to continue by impressing upon its members that courtesy does much to initiate a trade, but it can only be maintained by careful and prompt attention to all the details connected with correspondence, the making of goods, and the correct shipment of them. I hardly need add that against some of your members I have never had a complaint.

Very truly yours,
T. L. LARKE.

De TREAU De COEL, ANTWERP, BELGIUM

ANTWERP, Oct. 19, 1901.

The President of the Canadian Manufacturers' Association of Canada, Toronto.

DEAR SIR,—I have the honour to present you my sincerest thanks for your kind invitation to attend the Manufacturers' Association Congress, and I regret that my duties prevent me from doing so.

I am confident that the assembly of the industrial representatives of Canada will result in creating a solid link of fraternity and of common interest throughout the whole Dominion. If my humble services can assist in extending trade relations between Canada and Belgium I will consider it as one of the most pleasing parts of my duties.

Allow me to give a glance at the trade and commerce of Belgium, taking only in consideration "Le Commerce special," that is, the goods imported on which duties are paid, and which consequently are consumed or used in the country, and also only the Belgian products exported, leaving altogether aside the transit goods.

Belgium imported in 1900 merchandise and goods to the amount of 2,215,752,965 gr. (\$443,230,593)—and exported to the value of 1,922,884,181 grs. (\$384,576,836).

In these amounts Canada is entered at the import for 11,697,000 gr. (\$2,339,400), and at the export for 15,782,000 gr. (\$3,236,400). These sums are not as high as they ought to be, but it is pleasing to note that in 1896 Canada was classed 30th amongst 53 different countries at the imports, and 24th amongst 46 at the exports; whereas in 1900 Canada obtains the 20th place amongst 88 countries at the imports, and the 13th amongst 74 at the exports. Moreover, the importation from Canada increased in 1900 70% over 1899, and the exportation increased 5%.

TRADE MIGHT BE FURTHER INCREASED.

I have not the least doubt but that we might yearly increase our trade with Belgium if the proper means were taken.

We have to compete here with the United States, they have a foothold in the country,

and if we can produce as cheaply, and articles of as good a quality, we will still have to take steps to introduce our goods. What these should be would be difficult to suggest, they would differ completely if taken by private firms, by trade associations or by Government, but I think if the effort of the three were combined it might be easier to obtain immediate results.

One thing should be done, give the importers a chance to know and appreciate our goods either by representatives of manufacturers, that is by private enterprise or by the opening of a sample-room or permanent exhibition for small or portable articles, and by a free distribution of illustrated catalogues for large or bulky ones.

I am pleased to inform you that the Canadian Trade Index seems to be the first step in the right direction, as will be seen by the numerous flattering letters received, which I shall forward to the Association in a few days.

STATEMENT OF A FEW ARTICLES IMPORTED INTO BELGIUM FROM CANADA AND THE UNITED STATES.

Name of Goods.	Value of Goods Imported from		Customs Duty.
	Canada.	United States.	
Lard, leaflard.. Gr.	188,922	3,918,613	Free.
Fish oils	138,021	4,142,120	"
Pulp of Wood..	78,055	387,963	"
Paper.....	24,670	61,086	4 Gr. per 100 Kil.
Meats (canned).	39,015	768,531	12 to 15 per 100 Kil.
Linseed cakes..	22,932	12,443,164	Free.
Crackers and malades.....		14,733	12 Gr. per 100 Kil.
Meat, ham, pork	3,300,317		Free.
Fish, canned	27,160		15 Gr. per 100 Kil.
Dried apples	537,472		10 p.c.
Oatmeal and R. O.....	21,927		4 Gr. per 100 Kil.
Cornmeal	21,898		2 Gr. per 100 Kil.
Bran.....	207,910		Free.
Wines in casks or barrels..	47,119		Different.
Machinery and tools, iron, steel, wood, etc.....	4,532,950		"
Velos	117,227		12 p.c.
Carriages, other than R.R..	22,043		"
Ropes and twine.....	84,566		Free.
Drugs, common glue.....	30,142		"
" fish glue.....	103,870		Free.
Boots and shoes.....	21,017		10 p.c.
Furniture.....	104,457		"
Coal oil, refined..	22,599,192		Free.
Hops	51,051		"
Tobacco	6,676,668		Different.
Lumber, oak and walnut..	6,105,857		"
" Other than O. & W.	6,361,144		"
Dimension timber and lumber	8,236,386		"

Believe me, Mr. President,

Yours respectfully,

D. TRÉAU DE COEL.

Canadian Govt. Agent in Belgium.

EDGAR TRIPP, TRINIDAD and TOBAGO, W.I.

PORT-OF-SPAIN, 16th October, 1901.

Secretary Canadian Manufacturers' Association, Toronto,

Dear Sir,—I take this opportunity to again thank your Association for the honor conveyed by the invitation to be present at the banquet to be held at the conclusion of

its annual convention next month, and to repeat the expression of very sincere regret that it is out of my power to be present. I bear in grateful memory the hospitality and kindness extended to me on the occasion of my only visit in 1890, and I look forward with pleasurable anticipation to a repetition of the visit at no distant date.

Any Association such as yours, having for its object the extension of the trade of the Dominion, must ever command my best sympathies, and, where possible, my services. There can be little doubt that the development of trade relations between Canada and the West Indies has been to a certain extent checked by the

ABSENCE OF THE COMMERCIAL LITERATURE

and information which have been so freely distributed from the United States and from Europe. The Trade Index which you are now issuing appears to be a step in the right direction, and I will take care that the copies you are sending me will reach the right hands. But something more than a knowledge of the names of your manufacturers is required if business is to be built of the dimensions which should exist between the northern and southern British colonies of America. Your manufacturers or their representatives should

COME AND SEE

for themselves the possibilities of a trade which they certainly should share to a far greater extent than hitherto. There is every inclination among the people of these islands to deal with the Dominion, but the opportunities of doing so have not been put forward with one shadow of the persistence with which the claims of United States merchants and manufacturers are waged. Rarely a week passes without a traveller or travellers from some New York house visiting this port to look up old customers and attract new ones, and what is the result? Three large steamers, to say nothing of sailing vessels, leave New York every month direct for Trinidad (excepting for an hour's call at Grenada) fully laden with merchandise of all descriptions. Nothing has been more remarkable than the gradual diversion of business from the Old Country, which, I regret to say, has shown so much indifference of late to the trade of these once treasured possessions, to our republican neighbors on the north, who have been equally keen to obtain it. But although Canada has not shared to the full proportion in this diversion of trade, it is pleasing to note a gradual but perceptible improvement, as far as this colony is concerned, within the past few years, as for instance :

	1897.	1900.
Imports from Canada....	£60,660	£66,245
Exports to Canada	13,726	29,380

and the results of the three quarters ending 30th of September last, indicate further



JAMES MAXWELL.
David Maxwell & Sons, St. Marys.
Chairman of the Agricultural Implement Manufacturers' Section.

marked improvement for 1901. There is room, however, for much more improvement when it is remembered, as perhaps some members of your Association may be surprised to hear, that the trade of this little colony, only 10 days by steam from St. John, N.B., or Halifax, amounts to over £5,000,000, nearly equally divided between imports and exports.

I attribute the more satisfactory relations lately obtaining almost altogether to the faster and more regular steamship communication established by Messrs. Pickford & Black, and so liberally subsidized by the Government. There is only one fault with this service. It is not quite fast enough. But that is no fault of the owners, who work according to the contract for which tenders were asked. Still, if Canadian manufacturers are to trade on equal terms with their American competitors it will be necessary to have equally favorable opportunities of communication. The fastest Canadian boats to-day occupy twelve days against the eight days of the New York line. The necessity to remedy this in the next contract requires no argument from me. I commend it to the attention of your powerful association with the assurance that even if the faster service involved the payment of additional subsidy, it is absolutely essential if the trade is to assume its proper proportions; and I trust at the proper time you will take due action with the right authorities.

The closer we are bound together commercially and otherwise the better for us and, I venture to think, the better for you, and nothing will tend to such unison so much as rapid and regular steam communication.

Such bodies as yours will recognize this and you have the position and the influence to press your views in the right quarter. k you will do so.

With my heartiest wishes for the success of your Convention, and respectful compliments to your President and members,

I am, my dear sir,

Your obedient servant,

EDGAR TRIPP.

Canadian Com. Agent for
Trinidad and Tobago.

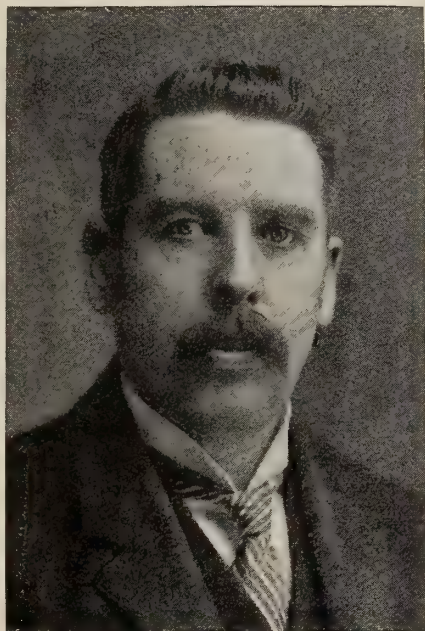
G. EUSTACE BURKE, JAMAICA, W.I.

(A PAPER)

The population of Jamaica exceeds three-quarters of a million, while its estimated area is 2,692,587.

IMPORTS.

Imports for 1899-1900 (the latest available), amounted to £1,806,864, which were drawn in the following proportions from the respective sources: United Kingdom, 45 per cent.; United States, 45.7 per cent.; Canada, 6.4 per cent.; all other countries, 2.9 per cent.



J. B. HENDERSON.
The Penman Manufacturing Co., Paris.
Chairman of the Woollen Manufacturers' Section.

Exports for the similar period amounted to £868,079, and were distributed in the following proportions: United Kingdom, 19.2 per cent.; United States, 63.6 per cent.; Canada, 1.6 per cent.; all other countries, 15.6 per cent.

The above statistics show clearly the very insignificant portion of the trade which Canadian manufacturers and producers enjoy, but I am satisfied, and thoroughly convinced, of what I have so often reported in my several reports to the Minister of Trade and Commerce that if Canadian business-men be desirous of capturing a fair share of the Island trading, the task, while it cannot be expected to be of the "shake-the-tree" description, could be very appreciably accomplished if serious and enlightened methods were adopted.

Although experiencing the severest prejudice at first, within recent years, it may be said that American manufacturers have practically successfully invaded the English monopolies for the supply of cheap cottons, boots and shoes, sole and other leather, shelf hardware, agricultural implements, paints and oils, canned goods, cutlery and ironmongery, aluminum goods, varnishes, buggies, banana carts and harness, shooks, cordage and bagging, stationery and wrapping paper, and printing paper, groceries and fancy biscuits, light knock-down furniture, plated ware and tinware, also hollow-ware, metallic roofing, etc., all of which I see no reason why Canada could not supply an appreciable quantity by adopting similar pushing methods.

PROVISION AND PRODUCE.

There are many articles in the above lines in which Canada could hardly, I think compete with the United States; for instance: salted beef and pork, corn, meal, tongues, etc.; but in others, such as flour, butter and cheese, hams and bacon, oats, peas and beans, potatoes, etc., also lumber, Canada ought not only to hold her own, but, to capture the major portion of the trade in these lines; but local conditions must be complied with.

I may, however, repeat, and desire to impress, that, to appreciably cultivate a fair portion of Jamaica imports, attention must be paid to the conditions peculiar to the market. It should not be a question of what sizes and description of package, or quality and grade, that Canadian manufacturers and producers are accustomed to supply, but, what the market to be supplied requires. This is the sole secret by which United States manufacturers and producers are fast monopolizing the Island's trade.

Again, those desirous to operate here must be prepared, in the case of many articles, to ship on consignment at first,



OCTAVIUS NEWCOMBE.
The Newcombe Piano Co., Toronto.
Chairman of the Piano Manufacturers' Section.

and appoint local agencies to push their goods continually, and keep their respective brands, or trade-marks, prominently before the consuming public. It is only by such means and such methods that a new article being introduced on the market can hope to successfully combat prejudice and competition, and "separate old associations." The hold which Canadian butter, and also oats, is making on this market, clearly demonstrates my contentions.

EXPORTS.

The principal exports of the Island consist of sugar, rum, coffee, cocoa, ginger, tobacco, cigars, pimento (all-spice), logwood, fustic, ebony, lance-wood spars, cocoanuts, pineapples, bananas, oranges, limes, grape-fruit, lime juice, honey, wax and sarsaparilla.

Canadian traders, with few exceptions, to their disadvantage, as well as to that of the producers in this country, have religiously adhered to the custom of their grandfathers by getting their supplies through the United States middle-men. It is true, that steam communication with the States and this colony offer greater facilities, which I trust will not always be the case, but even then could not the same course be pursued (via New York), and deal direct, thus saving the middle-man's profit? This would result in Canadian goods being ordered direct from this end, instead of, as is customary, in the majority of cases, via United States houses.

COMMERCIAL TRAVELLERS LICENSES.

I must not omit to mention that on my representations to the Government of the impediment in developing trade with the Dominion, which the Commercial Travellers' Law of this Island offers, I have received a communication from the Government informing me that a Bill will be prepared for the next session of the Legislative Council, repealing the law.

CONCLUSION.

In concluding this necessarily short paper, I do hope that at your next annual conference, I will be able to be among your number reporting a remarkable development of trade relations between the two sister colonies; the consummation of which, I am sanguine, is equally deserved by brother Britons at both ends.

G. EUSTACE BURKE,

Commercial Agent for the Dominion of Canada, Jamaica.

THOMAS MOFFATT,
CAPE TOWN, SOUTH AFRICA

Secretary of The Canadian Manufacturers' Association, Toronto, Canada:

Sir,—I have the honor to acknowledge the receipt of the kind invitation of The

Canadian Manufacturers' Association, contained in your letter of August 21st, to be present at a banquet, which will be held at the conclusion of the Annual Meeting and Convention of the Association, in Montreal, and it is with regret that I have to state my inability to accept of your hospitality on account of the distance which intervenes between us and the absence of direct steamship communication between Cape Town and Montreal, which bar to our friendly intercourse at intervals I hope to see removed through the influence and exertions of the Canadian Manufacturers' Association, which I note with a great deal of pleasure are being directed to this end.

I have also to acknowledge, with thanks, the receipt, by a recent mail, of a copy of your new

CANADIAN TRADE INDEX.

the close perusal of which has afforded me very great pleasure and considerable instruction, and I have no hesitation in pronouncing it (and in this regard my opinion is shared by all to whom I have shown it in this city) a work which reflects very creditably upon the large and important Canadian interests which it so admirably represents, as well as the ability and business acumen displayed in the preparation of the work displayed by its compiler.

It might be interesting to say a word about the difficulties in the way of a Commercial Agent, Trade Representative, or direct representative of an individual firm, prosecuting business in this country. In the first place, export trade is new to most Canadian manufacturers, and there is a consequent absence of knowledge of some details which are necessary preliminaries to a successful business. In this respect the American manufacturer has a distinct advantage, for he simply sells and ships his goods to the New York commission firm, which gives him full instructions, pays for the goods, receives them at New York, ships them to the purchaser abroad, and draws on him at 90 days for amount of invoice, ocean freight, interest and buying commission.

EXPORT COMMISSION AGENTS.

Every large importer here has his purchasing agent in New York and London, and all his orders consequently go direct to these agents, and it seems very difficult to get them to order, even a side line, without the order going through New York, for the reason that their purchases in the United States being so diversified, the agent in New York can very often so arrange his packing that many lines come out freight free through a system of inter-packing. The above remark also applies to English and German competition, and our efforts here, in instances where we have been able to undersell the English manufacturer, have frequently been unsuccessful owing to the fact that the ocean freight could be saved by

purchasing in England. This applies principally to soft goods.

In the course of time, however, I hope these difficulties will disappear, as, with the steady increase of trade between Canada and South Africa, it will be necessary to establish one or more large purchasing houses with offices at the principal Canadian and South African cities who will perform the same services as are now being performed at London and New York. For fear that some of the gentlemen present might object to the establishing of Canadian Commission Houses on the ground that they would entail the paying of too many selling commissions, I might repeat here what I have frequently put into writing, that these commission houses are paid for their services by the importers, and therefore do not look for commissions from the manufacturer, who should devote his surplus profit towards paying the expenses of, and keeping alive, the firm or individual who brings him into actual contact with his customer.

A WRONG IDEA OF FOREIGN TRADE.

I was somewhat discouraged last week upon receiving a letter from the manager of a Canadian company which had recently made several carload shipments of its goods to this city, in which he stated that the net returns from the goods sent out here were no better than he could obtain at home. This, to my mind, is a wrong idea to get of foreign trade, and involves a wrong principle, the idea of which should be dissipated as soon as possible, and the only proper answer to such a statement is, "If you can find a market for your whole output at home at as good prices as you can get abroad, then you have no right to be here."

Up to the time of the outbreak of war in this country, and I think I have so stated to you on a previous occasion, the want of

DIRECT COMMUNICATION BETWEEN CANADA AND SOUTH AFRICA

was not felt, but now it is frequently urged as an obstacle in the way of trading with Canada, and this is now another difficulty which we have to contend against. Whether rightly or wrongly, the general public have got it into their heads that freights would be lower by a direct line, than they can possibly be via New York, and speaking generally, we meet with much greater success in those lines which we are able to quote for either f.o.b. steamer at New York, or c.i.f. South African ports. This fact would tend to show the reason for so few unsolicited orders going to Canada from this market, as unless I am present, either in person or by representative, at the time the goods are being ordered, to give prices f.o.b. steamer at New York, if in my power, the place of purchase is left entirely in the hands of the New York agent.



A. C. STEVENS.
The Nova Scotia Furnishing Co., Halifax, N.S.
Chairman of the Halifax Branch.

I have already communicated to you my opinions in regard to the establishment of direct sailings, and I will, therefore, say no more on that subject at present, preferring rather to leave the subject wholly in the able hands of Mr. Jas. Cumming, the special commissioner sent out to this country by the Dominion Government, who is now on the return journey to Canada. Mr. Cumming's visit was enjoyed, by me, to the utmost extent, and having given a special study to this and other subjects connected with your interests, I feel sure that the information which he will be able to impart to your Government will be both interesting and valuable.

NECESSARY EXPENSE OF INTRODUCTION.

I have drawn your attention to some of the larger difficulties which we have met with during recent years, and have preferred not to touch upon those drawbacks which are personal to the exporters themselves and whose removal depends entirely upon their own initiative. I will mention one, however, and that is the apparent disinclination on the part of manufacturers to pay anything towards the expense of finding and opening a new market for their goods. This want of expense money is not felt so much in the locality where the head office of the selling agent is situated, but when your attention is drawn to the geography of this country, and the distances between business points, as also to the fact that the railway charges on excess luggage is $3\frac{1}{2}$ cents per 100 lbs. per mile, coupled with the information that the salary of a good traveller is not less than £40 or \$200 per month, with an average expense account of thirty shillings or \$7.20 per day, you will readily see that it is quite impossible for any firm to survive out here while introducing new lines, on commission, and without expense money.

After they have been introduced the matter assumes a different aspect, for then, I believe, it is possible to run a business on commission, only, but I want to emphasize the fact that manufacturers should pay their expenses of opening up new ground in the country, just as they are compelled to do at home.

The time has not yet arrived when I would advise Canadian manufacturers, individually, to send out representatives, as many English and foreign firms have done during the past eighteen months, to their sorrow. The fact is, there are very few lines handled singly at which a representative would make his expenses in this country, and after launching out into huge expenditure, many firms have withdrawn from here, or are simply hanging on in the hope of recouping themselves.

What I would suggest is, that, say, ten manufacturers club together for the pur-



F. NICHOLLS.
The Canadian General Electric Co.
Secretary 1882-1891.

pose of paying the expense of presenting their samples and prices before importers in every section of this land. It would take a year, if not more, to perform the work, and if it cost each firm \$500 to accomplish this, it would, in my opinion, be money well invested. It would require £1,000 to pay the expenses alone connected with the undertaking, and therefore a selling commission should be fixed as remuneration and as an incentive to the representative to work hard.

As regards the

PRESENT STATE OF TRADE

in South Africa, I have no hesitation in saying that it is overdone, by a host of representatives at the coast ports, all eager to get into Johannesburg at the first opportunity, and I fancy some of these are a nice bill of expense on the home houses. According to military regulations in the Transvaal and

Orange River Colonies all orders from merchants in these colonies must pass through the hands of a controller of trade, as it were, and orders are almost entirely limited to foodstuffs, and only sufficient of these to supply the needs of the populace are allowed to go through, so that the object of a great many commercial adventurers, who have been hanging about the country in the hope of making a big thing out of the opening of Johannesburg has been wholly defeated.

THE MILITARY SITUATION.

as it stands at present, will hardly permit of a wholesale return of men and goods to the newly acquired colonies, hence the restrictions placed upon importations, and judging from the replies received by Lord Kitchener from Steyn, De Wet and Botha, to his latest proclamation, it is not their intention to allow us the privilege of free and unmolested travel even in this colony, which, in my opinion, should have been cleaned up along with the Republics, for some time to come. However, we have every faith in the success of the military operations now being carried out, and if we have to carry these on for another two years nothing will satisfy the loyalists of South Africa short of unconditional surrender or capture.

When either of these events occur we anticipate a large influx of people and a consequent increase of trade, and I have no doubt that Canada's share of this trade will be largely increased, notwithstanding present obstacles, but it remains entirely in the hands of the manufacturers of the Dominion either to defeat or prosper the highest ambitions of the commercial agents of Canada.

I fear I have, already, by the length of my remarks, rendered it almost necessary to call a special session at which to read this address, but my apology is, that I feel



J. J. CASSIDEY.
Editor of "The Canadian Manufacturer."
Secretary 1891-1900.

keenly the importance of the occasion and the necessity for laying plans for immediate and united action so far as this trade is concerned.

Again expressing my regret at not being able to be with you, and assuring you of my deep interest in the success of the Canadian Manufacturers' Association, and wishing you a very enjoyable and profitable meeting at Montreal,

I have the honor to be, sir,

Your obedient servant,

THOS. MOFFAT,
Commercial Agent.

The President—These communications will show to you how closely we follow our commercial agents who represent us abroad.

Now, gentlemen, it devolves upon me to read to you my annual address. The Manufacturers' Association is constituted somewhat differently from our regular Boards of Trade. The address of a president of a Board of Trade usually reviews the work of the year, the local conditions surrounding its sphere of influence, and

then to some extent the commercial conditions of the country. We have committees appointed whose object is to deal with the work that transpires throughout the year, and our members who were present this afternoon, and will be with us to-morrow, will learn how thoroughly they have been attending to your interests. Consequently it devolves upon your president to touch upon other subject matters of general policy, which are of importance to each of us.

PRESIDENT'S ANNUAL ADDRESS

To the Executive Committee and Members of the Canadian Manufacturers Association.

IN response to the kind invitation of our Montreal members we are assembled here to report respecting the work of the past year, and to formulate the policy for the year we are now entering upon.

The annual meetings of the Association have formerly been held in Toronto where its officers are located; however, it has been deemed desirable that these important conferences should now be held in different industrial centres, and it is most appropriate that this change of policy should begin with Montreal, for not only is Montreal the most populous city of our Dominion, but also our most important financial and industrial centre. It is the home of many of our largest and most representative manufacturing establishments, and the head of ocean navigation in the East. All Canadians take a pardonable pride in this city, around which cluster so many important events of our early history.

HISTORICAL PERIOD.

Since we last had the pleasure of meeting in annual session in the City of Toronto, many momentous events have taken place.

The past fifteen months have been especially eventful ones in the history of the world, and of the British Empire, notably: passing the threshold into the twentieth century; the death of our beloved Mother Queen, which has brought the Empire into a closer touch by a greater bond of common sympathy; the accession of a king to the throne of the British Empire, a king of whom we may feel justly proud, for Edward VII is aptly described as the most popular man in Great Britain to-day; the Boer War, a fight for British liberty, in which the Sons of Canada and other parts of the Empire have taken such a creditable part, showing forth better than words their loyal attachment to the British throne; the confederation of Australian Provinces somewhat on the model of our Dominion; the occupation of China by allied troops representing seven different nations, the first occasion that the United States has been represented with European

troops to settle an Eastern question; the most important financial and industrial event of the world's history, viz., the formation of the giant Steel Combine in the United States, which in its scope and vast capitalization has been fitly characterized as a challenge to the rest of the world; the tragic and deplorable death of one of the greatest of that country's Presidents, President McKinley; the memorable visit to Canada of the Heir Apparent and his popular Consort, Their Royal Highnesses, the Duke and Duchess of Cornwall and York.

INDUSTRIAL PROGRESS.

But I must not continue to discuss any one of these features that have so marked the political, social and commercial progress during the past year, but must rather devote myself to those matters on which, as President of the Canadian Manufacturers Association, I have had exceptional opportunity of receiving information first hand; and I consequently turn to say a few words on the industrial and manufacturing progress of our Dominion.

In so doing I feel that if there is one doctrine that we should emphasize at our annual gathering, it is the absolute oneness of the interests of all the great producing classes of this country.

We have heard of the evils of stirring up provincial, racial and other divisions, but is it not even more disastrous to stir up divisions on industrial lines? Can the Canadian farmer be prosperous when the mines are closed, when the fish catch is small, or when the factories are idle? Or, again, who feels the loss of a crop in Manitoba more quickly or more keenly than the manufacturer who has made goods for that market, the half of which he cannot dispose of, and on the other half of which he is unable to realize satisfactory payment? Thus, while there may have been times when certain persons have tried to stir up feeling between the different producing classes of Canada, let us hope that in the light of the past and present experience such policy is forever dead, and it devolves upon this Association, as an integral part of the great producing army of Canada, to

assist in the education of the Canadian people as to the intimate relation that exists between the welfare of the farming, mining, fishing and manufacturing classes. We must seek by every possible means to obtain from the Canadian people, on whom our industries depend for their support, an intelligent interest in the great factories that employ our work-people and populate our towns and cities.

OUR MANUFACTURES.

How often do we hear that our manufactures are insignificant as compared with the other great interests of this country? How often do we hear that our exports of manufactured goods amount to only \$16,000,000, a paltry 10% of the exports of the country? How often are we told that our exports require more assistance than those of any other class, and yet are the least important? But I have to-night a new phase of this question to present, when I emphasize the fact that our exports of manufactured goods comprise not merely 10%, but approximately 40% of the total exports of our country.

We have here an Association, to the membership of which there have been admitted those firms believed to be bona-fide Canadian manufacturing establishments, and I take the export of articles that are made by members of this Association. Thus, are not asbestos, mica and salt manufactured articles? Is not our canned fish a manufactured product? Is not our timber when sawn into deals, laths, planks, scantlings, box-shooks, barrel staves, etc., an item in the list of manufactured goods?—at least large factories employing many men, using millions of dollars of machinery, and paying large sums for factory insurance, are involved. Are not our canned meats, bacon, hams, etc., manufactured goods? If not factories what are we to call establishments like that of the Laing Packing and Provision Company, of this city? Are not our flour, oatmeal, etc., manufactured products? If not, how would you class an establishment like The Ogilvie Milling Company, also of this city? Hence I go through the list of exports, keeping always in mind the difficulty of drawing a hard and

fast line between the manufactured article and the raw material. I have not included the output of the mine, when shipped in its crude state, nor of the forest when shipped as logs, poles, etc., nor of our fisheries when exported without further labor than the catching; nor even such products of the farm as butter and cheese, which may in the broad sense be regarded as manufactured articles, and are often made in large factories. In short, I include only those articles made in what we commonly regard as factories, using machinery and motive power.

I have no need to stretch the meaning of the term "manufacture," and yet I find that out of a total export of \$177,241,115 of all classes of goods last year, the exports of manufactured goods amounted to \$67,894,928 or 38.3% of the whole. Is this not significant? I will endeavor to show now what it means.

VALUE OF FACTORIES.

By the census of 1891, it is shown that 370,256 hands were employed to produce \$476,258,886 worth of manufactured products, that is one person for every \$1,286 worth of goods produced. If this same proportion holds to-day, we have 52,874 people in Canadian factories producing manufactured goods for foreign countries. If, then, as is generally supposed, one person in employment supports four others, we have 211,496 people supported in Canada by our export manufactures alone. But we always recognize that our export manufactures are only a small proportion of our total production. What this is will be shown by our census, the returns of which are now in process of preparation. To-night, I can only approximate it.

Our export trade in manufactures has increased since 1891 by 106%. If our home production had only increased half this amount, then our total output would now be \$730,000,000. This illustrates to what a large extent Canadian manufacturers have taken possession of the home market. We may emphasize this condition still further by our knowledge of the imports into South Africa prior to the outbreak of the present war. The imports there to supply some 800,000 whites and 3,000,000 kaffirs were as large as the imports into Canada to supply the numerous wants of over 5,000,000 highly civilized and prosperous inhabitants. What, then, does it represent if our output of manufactured goods last year amounted to \$730,000,000? It means the employment of approximately 575,000, and the support of 2,300,000 people.

Gentlemen, these figures amaze us, and we can only await the announcement of the census returns to verify their correctness. From them it is seen that approximately two-fifths of the people of Canada are supported by our manufacturing industries. What this means, as compared with the

export only of raw products, may be gained by a glance at our last census.

The value of the raw materials used by our manufacturers was approximately \$256,000,000, the value of the finished product, \$476,000,000. In other words, the industries of the country were responsible for retaining \$220,000,000 of money within our own borders. Taking the figures of growth that we have already referred to, this would mean for the year in which we have already entered, that the manufacturing industries of Canada have been a net source of wealth to the country of approximately \$400,000,000.

IMMIGRATION.

And at this stage I wish to point to a feature connected with the immigration policy of our Government.

The Dominion Government, as well as the various Provincial Administrations, have been giving attention to the possibility of increasing the flow of immigration to our country, and rightly so. But, in so doing, they have pointed out only the value of Canada as an agricultural country, and the expressed opinion of some of the most prominent visitors from Great Britain to Canada during this year, has been that we can never expect any great flow of immigration to a country that is represented as purely agricultural. If we ever expect to direct a steady stream of population to Canada from the crowded industrial centres of Great Britain and the Continent of Europe, we must point out that there are wide and varied occupations in which they may find employment, that our industries and our commerce, our mining and fishing, also offer varied inducements for varied talents. But I must not dwell longer on this subject.

IMPORTANCE OF MANUFACTURING

What I have endeavored to emphasize is that the manufacturer in Canada is not a monopolist, robbing the classes whom he employs, or those to whom he sells, but in the great fabric of national greatness that we are weaving, he constitutes a part so important that no one, save the most earnest student of Canadian statistics, can well estimate. In my mind we have a right to expect that our public men, our statesmen, and our press will so far forget party strife in matters that vitally affect the industrial progress of our country, that they will endeavor at all times to support any policy that tends to our commercial advancement.

This may be done in various ways. First, privately, by patronizing, so far as possible, home industries. By this I do not mean any narrow policy of buying only what we make, but the cultivation of national pride and confidence in our own products, and a willingness, other things being equal, to purchase that which is made in our own factories and by our own work-people. Dictates of self interest alone should justify this partiality.

ASSISTANCE OF MUNICIPALITIES.

The other method is by the aid of public policy. This is done in two ways. First, by bonusing industries by municipalities and towns, and, Second, by tariff legislation. I think that there is no more striking testimony to the recognized value of manufacturing establishments to a country, than the willingness that appears in almost every town and city of our Dominion to assist by bonuses or the granting of special privileges, the establishment of some industry that will employ work-people and provide good substantial pay-rolls. In this we cannot too strongly condemn the foolish rivalry of certain towns which prompts them to outbid each other for the establishment of an industry already located in another town. Benefit secured in this way is almost always over-balanced by the injury wrought. The policy of creating local well-being at the expense of one's own neighbors is strongly to be deprecated.

TARIFF LEGISLATION.

Still another method of encouraging the development of our industries is the undertaking of it, not as a local question, but as a Dominion and national one through tariff legislation. On this great question I do not propose to say much. I believe that all the thinking people of Canada, the men who have her national progress at heart, breathe easier to-day when the tariff question is not a main feature of party politics. I believe that I voice the sentiments of the Canadian people in saying that in matters that are so sensitive and so nicely balanced as trade, where so much depends on mutual confidence and good faith, the less that trade questions become the dividing line in party politics the better for our country. Were it not that as a people we are jealous of seeing governmental rights transferred from us, we would gladly place such questions in the hands of a strong and impartial commission for administration.

We have to-day what may, I think, be fairly called a moderate tariff, one to which no section of the community with the well being of the whole at heart, can take exception, for all must admit that in a new country, capital will not invest itself in manufacturing unless it has some assurance that it will not be swamped by the manufactured goods of older countries who produce for a larger market. The situation of Canada is striking in this respect, on account of its geographical position so contiguous to the great manufacturing Republic to the south of us. Under a practically prohibitive tariff, the manufacturing establishments there have reached a stupendous magnitude. We are so close to them that many of their centres are nearer to consuming points in Canada than our own industrial cities of Montreal and Toronto. Our styles in all lines are identical with theirs, and our market is suitable in

every respect for any of their surplus production. These, and other conditions, generally make me feel positive in the statement that even the most ardent free trader must feel that we have now moved just as far in the direction of free trade as is possible until the growth of our population provides a home market sufficient to develop our industries to a competitive level.

RECIPROCITY WITH THE UNITED STATES.

This brings me to the much talked of question of reciprocity—I mean much talked of in the United States, for I think that the cry fails to find a responsive chord in Canada at the present time. Without endeavoring to stir up the question, I believe the feeling in Canada to-day to be, that if we begin to talk reciprocity with the United States, the United States will reciprocity us out of business. Why this feeling? It is because the people of Canada feel that any substantial advantage to them would be contested, while every effort would be directed towards securing a freer access to our market. The people of Canada are not ignorant, they read and study. They see that our imports last year from the United States were \$119,306,000, while the exports to them of our products, not including precious metals, were less than \$44,000,000. While the United States has large cities that should be a market for our farm produce we find that we imported more than twice as much of their farm produce as they did of ours. Is this satisfactory? No, and, gentlemen, I am much mistaken if there is not in Canada to-day a strong feeling in favor of terminating this most unsatisfactory arrangement whereby their goods have an easy access to our market and ours are practically excluded from theirs. What seems to be the only way open is the adoption of a different kind of reciprocity than that proposed by our friends to the South, viz.: A reciprocity tariff, placing ours on a level with theirs. Our farmers see that we purchase some \$60,000,000 of manufactured goods, two-thirds of which could be made in Canada. While this vast volume of the product of United States labor is purchased by us, the producer of food in Canada is practically prohibited from selling food products to the United States laborers who make the goods that he purchases. Some are not slow to reason that were these goods made in Canada, our farmers would be called on to supply every kind of food product required for a new Canadian city not less in size and numbers than the present city of Toronto.

The manufacturers do not seek to foment trouble, but I am confident that before we can ever hope to gain from the United States any favorable access to their market, we must first assume, not a defiant or hostile attitude, but a determined, manly, national spirit, and show to them that we propose to

guard our own interests first, last and always. This makes me feel that before any reciprocal arrangement is possible, we must adopt a scale of duties against their goods that will have the same effect as theirs has at present on ours, and by this means alone I think it possible to have the United States extend to us the reciprocal arrangement that will give us the benefit our people desire.

PREFERENTIAL TARIFF.

But I must turn now to a country with which our trade relations are more pleasant, Great Britain. The original preferential tariff subsequently increased to 33⅓% was a change in our fiscal policy which was much more likely to affect our manufacturers than any one class, and that they accepted the same without any determined protest speaks volumes for their loyalty and attachment to the British Crown. They understood it as a move intended to improve the feeling of the British people towards Canada, a feeling which it was hoped would show itself in larger purchases of our great output of farm products. While many manufacturers felt strongly that sentiment of this kind influenced business only to a slight extent, and while they pointed to the fact that Great Britain never entertained more friendly feelings to the United States than now, when her tariff is as nearly prohibitive as it is possible to make it, still they made no protest, feeling that if this policy assisted in developing a market for our farmers, and at the same time became the means of eventually obtaining some substantial advantage in the markets of the sister colonies and Great Britain, we would have little to regret. At the same time I am sure it is the opinion of Canadian manufacturers that the duty of the Government is to legislate, first for Canada, and for Great Britain afterwards; in other words, that the preference should give the British manufacturer a substantial advantage over his foreign competitor, but not over the Canadian, and, that when any Canadian industry has suffered, attention should be given promptly and fairly. This is only just to the men who have invested their capital in such particular industries. And I am one of those who believe that we render the greatest service to the Empire to which we belong when we take measures to develop our own strength and resources rather than handicap any section of our own people to give a trade advantage to any section of the British trading community. We strongly commend the policy of stability in tariff legislation, but, at the same time feel that from time to time attention should be given in a thorough way to this question in order that measures may be taken to meet any new difficulties that may have resulted from changing conditions.

RECIPROCAL TRADE RELATIONS.

In concluding this reference to tariff matters, it is well to refer to the strong feel-

ing that I believe prevails among the manufacturers of Canada in favor of obtaining, if possible, some reciprocal trade arrangement between our country and the other sister colonies, as well as Great Britain herself. While we recognize the difficulty attending the bringing about of such an important matter, and the diplomatic rules that have to be observed, we would strongly urge our Government to keep this matter ever in mind, and to take every fair opportunity to press forward towards its accomplishment.

GENERAL NATIONAL CONDITIONS

As President of this important Association, it is a pleasure to note the gratifying increase in the exports from our country. Last year our total exports amounted to \$177,241,115, the highest ever reached at any time in the history of Canada. Our exports for the three months of July, August and September, just closed, amounted to \$50,134,195 and from these I am pleased to note a satisfactory increase in the export of manufactured goods above those of the corresponding period of last year. This growing export trade strongly confirms me in the view that the unprecedented activity in all lines of manufacture and business generally has been sound and healthy and that so far we have no reason to anticipate any speedy relapse or depression. Our bank returns also indicate the same feature. In the month of September, just closed, for which the banking returns have been issued, we show several new records in banking statistics for Canada. In that month the total net circulation amounted to \$56,000,000, which is within \$11,000,000 of the total circulating power of our Canadian Banks.

ADDITION TO NEWFOUNDLAND.

—As manufacturers, too, we have noted with considerable satisfaction the renewed interest in the question of confederating Newfoundland with the Dominion of Canada. While many of us are not in a position to go into all the political aspects of this question, we would, as producers, gladly hail the incorporation of the Island of Newfoundland as a part of the Dominion bringing it under our tariff laws, and opening to us a market which is at present very largely supplied by the United States.

EDUCATION.

During the past year there have been many evidences of development in manufacturing which have not appeared on the surface. I believe that there are no more wide awake business men in Canada than those that we have with us in manufacturing. I would illustrate this from the interest that was taken through our Association in the question of "Higher Education."

The Association's influence has been largely instrumental in creating a greater interest in industrial life in our universities. The School of Practical Science in Toronto is now an integral part of Toronto University

and constitutes the faculty of applied science. The liberal appropriation of the Ontario Government towards the enlargement of the School of Practical Science, and the laudable efforts of the Minister of Education of the Province of Ontario in technical education give evidence of the public interest in more practical education. Manual Training Schools are being located at different points, owing to the practical liberality of Sir William C. McDonald, of Montreal, a member of this Association.

It is technical and commercial education that has placed Germany in the position of a dangerous rival to Great Britain, and there is need for energetic action to face the keen and growing competition of industrial countries, such as Germany and the United States, countries which have given attention to practical, as well as theoretical education.

One proof that our people are eager for a more scientific knowledge of their special trades is that there are 25,000 Canadians receiving instruction by mail through the United States National Correspondence Schools. This indicates that our artisans feel the need of a more practical education.

Capable, well trained men, are as important in business as in professional life. The great majority of students in the past have gone into the so-called learned professions, but, if I can read the tendency of the times aright, a much greater proportion will enter commercial life in the future. Why should not the student, if he chooses, instead of confining himself to theories and economic conditions of days long past, devote himself to the study and solving of the great vital problems of our own time and country? Modern conditions are such that men must be trained to handle large matters, and select the rank and file to attend to smaller details. They must be able to organize, arrange the division of labor, grasp and understand opportunities, and nowhere should the liberal and broadening tendencies of our industrial life be better assisted than in the colleges of our Dominion.

The field of industry will never be fully occupied, but will always offer rewards to the right kind of ability.

It is true our country presents great natural advantages, but, without the inventive skill and its intelligent application, backed up by enterprise and energy, we shall fall in the scale of nations, for the survival of the fittest is a law which never changes.

SKILLED ACCOUNTING.

I wish to emphasize the importance to our manufacturers of having skilled accountants. In our offices we are accustomed to obtain the best help available to keep our accounts, regulate our credits, and attend to our banking: though often—too often—this help is not as skilled and as highly trained as it should be: but, in the factory, where we deal with materials, time, machinery, waste

and wear and tear, all representing money, the same regard for skilled help as a rule is not observed, and indeed the services of skilled accountants, capable of following all these items accurately, and of formulating reliable cost accounts, are difficult to obtain. In these days of keen competition it is highly important that the manufacturer should know, to the fraction of a cent, the cost of his goods.

TRADE AND NAVIGATION RETURNS.

At the same time we have given close attention to the securing of reliable information for our members upon the progress of trade in which they are interested. Through representations made to the Government by our Association, it was decided to issue a monthly trade and navigation report, classifying the exports and imports under some 1,400 headings. These reports are issued shortly after the close of each month, and are a credit to the Department of Customs by whom they are issued. I commend this Blue Book to the study of every member, in order that he may inform himself promptly as to what extent his foreign competitors are taking possession of the Canadian market, and at the same time I desire to praise the Government for their prompt action in this matter.

We also hope, in the offices of our own Association, to give special care to the working out of such statistical information as may be of practical advantage to our members.

CHEMICAL INDUSTRY.

In the same line I would point to the success that has recently attended our efforts in the formation of a Canadian Section of the Society of Chemical Industry. This important Society, with headquarters in Great Britain, publishes a journal full of most valuable information for every class of manufacture into which industrial chemistry enters. The formation of a Canadian Section, whose membership is composed both of practical manufacturers and of the teaching chemists of our country, will afford many opportunities of discussing questions that should greatly affect the cost of production in many important lines of Canadian goods, and the utilization of various classes of waste material. The formation of this Society is to be regarded as one of the important features connected with the work of our Association during the past year.

LABOR QUESTION.

Another important topic on which I might be expected to say a few words is the relation of our Association and our members to the Labor Question and the Labor Unions of Canada. At the outset let me say that our Association has never had any connection with labor questions as such, that we have no organization for industrial warfare, and that in the past our relations with labor

organizations have been most cordial. We must deplore, however, the occasional strikes that have occurred during the past year, and we believe it to be important that all possible provisions should be made to prevent these ruinous contests, which injure employers and employees and entail heavy loss on the general public as well. The practical question of improving this situation is a most difficult one. We hear much to-day of compulsory arbitration and its operations in New Zealand. While this matter has never been discussed at any of our meetings, I am sure that the members of our Association would view with alarm any hasty experimental legislation along these lines. The great difficulty attending the securing of impartial arbitrators, who are also competent to judge of the merits of questions at issue, and the still more serious difficulty of enforcing decisions in a country like Canada, so contiguous to the manufacturing Republic to the South, should cause hesitation. There are very conflicting opinions expressed as to the working of this system in New Zealand, and it is well to note that even a successful operation in that country would not guarantee any success here. New Zealand is a country at least a week's sail from any neighbor. It is entirely self contained, and its problems are mixed up in no way with any other country. Here in Canada, however, the case is entirely different. We are so close to the United States, and our questions are so interwoven with theirs, that the adoption of any similar policy here might have serious effects. I feel, therefore, that it would be little short of an industrial misfortune if any aggressive legislative policy were adopted by our Government while the success would be, to say the least, highly speculative.

—There are one or two features in connection with Trade Unionism, however, that we must deplore to-day. One is the policy of some international trade unions, which have declared industrial strife in Canada at the incentive of organizations whose headquarters are situated in the United States, and whose interests are entirely opposed to the furtherance of the industrial progress of Canada. The other is the growing tendency of certain unions to claim privileges relating to the government of businesses which practically mean the handing over of the management by those who have the responsibility to those who have not. It will ever be the aim of this Association to assist in the promotion of the very best feeling between master and man, and to encourage among our members, as much as possible, a policy of liberal treatment of their work-people, but the labor question is at present no part of our work. Should any occasion arise, however, that might check Canadian industrial development we could not stand aloof.

TRANSPORTATION.

But to turn to a new subject. There is no matter of more vital interest to our manu-

facturers to-day than the question of transportation, and we commend to the earnest attention of the Government the careful consideration of the best means of extending our transportation facilities. As yet only a very slight proportion of the produce of the farm, the forest, the mine, and the factory find their way to consuming markets abroad through Canadian channels. We commend to the attention of the Government the encouragement of Canadian shipping from Canadian ports, and with it also the encouragement of Canadian shipbuilding. There is no industry that requires the product of so many different classes as ship-building, and any aggressive policy in this direction should commend itself at once to the attention of the whole Canadian people.

EXHIBITIONS.

We would at the same time praise the active interest taken by the Government during the past year in assisting Canadian export trade by the handsome exhibits provided at the Glasgow and Pan-American Exhibitions. The expenditure involved at both these Exhibitions will, we believe, many times over repay itself to Canada during the next few years.

MEMBERSHIP AND INFLUENCE.

But I must now say a few words about the Association over which I have had the honor of presiding during the past year.

We started the past year with a membership of 342, and I am pleased to announce to-day that we enter the new year with a membership of over 825. This increasing membership is widening the influence of our Association, which is continuing to attract members by the vigorous and aggressive manner in which it applies itself to all matters affecting manufacturers. We may now fairly claim that we represent the widest expression of industrial public opinion.

The serious consideration that has been given to the suggestions of this Association by our Legislators will give added strength and influence. Our increased membership supplies us with the funds necessary to continue the work with energy, to employ a competent staff, whose entire time is devoted to the interests of our members, and to provide roomy and well equipped general offices. I must here testify from personal observation to the large amount of time devoted, and valuable work accomplished by the Executive and other committees of our Association, whose voluntary service speaks volumes for their public spirit, interest in and attachment to the Association. The reports of the various committees, which will be placed before you, will review at some length the work undertaken, and what has been accomplished.

GENERAL OBJECT OF THE ASSOCIATION.

The general object of the Association, first and foremost, is to serve our country faith-

fully and loyally, and, so far as is consistent with this, to help each other in the promotion of our manufacturing industries, and according to our By-Laws 1 and 2.

1. To secure by all legitimate means the aid of both public opinion and Government policy in favor of home industries and the promotion of Canadian manufacturing enterprises.

2. To enable those engaged in all branches of Canadian manufacturing enterprises to act in concert, as a united body, whenever action in behalf of any particular industry or the whole body becomes necessary.

It is also our purpose to bring into harmony the views of our manufacturers from all parts of the Dominion. We must meet together in a spirit of mutual concession that we may aim in obtaining the objects of the Association with oneness of purpose. In all our transactions, we know no party; the Association is absolutely non-political and non-partisan, devoting all its energies to advancing the industrial interests of the Dominion.

ORGANIZATION.

Our Association is now thoroughly organized. We have the Central Executive Committee, on which are representatives of every section of the Dominion, and we have as well local and provincial branches organized to take up questions of local and municipal interest. We also have various committees who give careful attention to the working out of those matters which relate to the important subjects allotted to them. The Association has nothing to do with prices or combinations to affect prices, but aims only at acting together to show the direction of Canadian industrial opinion, and to advance the manufacturing interests of our country.

TRANSPORTATION COMMITTEE.

Our Railway and Transportation Committee has important work before it. While it is our aim not to constitute it as a merely grievance committee, we have from time to time been instrumental in securing the redress of certain grievances which could not otherwise have been as well provided for.

PARLIAMENTARY COMMITTEE.

Our Parliamentary Committee also has important work before it. Our large financial transportation and other co-operate interests are represented at Ottawa by able agents well qualified to place before our representatives the views of those important interests. The manufacturers of Canada should also be represented by one capable of imparting reliable information to the members of Parliament, that they may deal with questions affecting the industrial interests of Canada, and be fully acquainted with our side of the question, which has not been altogether the case heretofore.

TARIFF COMMITTEE.

The Tariff Committee seeks to take an unprejudiced view of the request of our members for changes in the tariff legislation. It endeavors to reconcile the interests of different classes of manufactures, and to arrive at a basis that will be satisfactory to the different interests involved. The work is of the very greatest value, and from time to time is of considerable use to the Government.

COMMERCIAL INTELLIGENCE COMMITTEE.

Our Committee on Commercial Intelligence was organized for the purpose of investigating special questions relating to the interests of manufacturers, the development of our export trade, and other important matters.

EXPORT TRADE AND TRADE INDEX.

I would refer also to the important work undertaken by the Association in connection with export trade. Last year we issued the Canadian Trade Index, which is a classified directory of the membership of our Association, published in English, French and Spanish. 15,000 copies of this work have been distributed, advertising our members and their products to one another, and also to buyers outside of Canada. We cannot well conceive the vast amount of good this will do, for already hundreds of enquiries have poured into the office as a result, and many firms have reported new trade connections obtained through this medium.

We have appointed correspondents in various foreign countries to post us on trade conditions there. We have advertised in foreign journals that we will furnish any information with reference to Canadian trade, and every foreign mail brings enquiries for different classes of goods. These are at once communicated to our members by special bulletins, and afterwards published in "Industrial Canada."

GENERAL INFORMATION.

At the office of the Association there is kept on file as complete lists of foreign tariffs, freight charges, etc., as possible, for the information of our members. We have obtained exhibits from some foreign countries showing the products that can be exported to Canada, and also the class of manufactured goods that they purchase. We have arranged to obtain reliable confidential reports on the standing of foreign firms at the minimum of cost. As a result of this work, I am able to report that over forty firms have arranged for the representation of goods outside of Canada through the direct efforts of the Association.

DEATH OF MEMBERS.

In closing, I must refer to the breaches that have been caused in our membership through death during the past year. These have been not a few, and we have from time

to time chronicled the death of members in almost every Province of the Dominion. I note to-day the especially sad circumstances attending the death of one of our esteemed members, who was to have taken an active part in this Annual Meeting. I refer to Mr. Walter E. H. Massey, President of the Massey-Harris Company in Toronto, one of our best members, and Vice-Chairman of the Agricultural Implement Section of this Association. In Mr. Massey, Canada has lost one of the most enterprising of her sons.

CONCLUSION.

As Canadians, we are justly proud of our country, and impressed with the vast possibilities of the future, varied as they are great. No one can travel from the Atlantic to the Pacific without being impressed with its magnitude and possibilities; greater than ever, when we realize that the line of travel is along the southern edge, and that to the north of this line exists a yet finer and richer territory of enormous extent, almost unknown to the farmer, stock-raiser, miner, or lumberman, and containing all the elements of future prosperity in every line of business industry.

It is good that our manufacturers should come together from all parts of Canada—make each other's acquaintance—learn each other's views, and profit by each other's experience. Let each work for the Association and the Association work for each. It is of value to the largest manufacturer and the smallest. We must keep before us the importance of producing for ourselves, manufacturing for ourselves, and carrying for ourselves to the fullest extent of our possibilities. Review any of our leading manufacturing establishments to-day, then look back, ten, twenty and thirty years ago, and observe their small beginnings, trace their growth, and which of us will say they have reached their limit? Who will deny the great opportunities before us? There is a wide field open in every direction to the enterprise of our people. We are more interested in the future than in the past. Then let us be hopeful, accept the fullest measure of our responsibilities, and carry with us at all times that which is more potential than money, viz: commercial honor which brings credit. It would not be just to the members of this Association, nor to our esteemed Secretary, were I not to strongly emphasize his loyal attachment to your interests. The present proud position of the Association is largely due to his earnest, consistent work.

In conclusion I must express my gratitude for the pleasant associations I have enjoyed with you, and the hearty and disinterested assistance you have given me. I shall ever look back on the past fifteen months as one of the most profitable and enjoyable periods of my life. (Prolonged applause.)

VOTE OF THANKS.

Mr. W. W. Cox—Will you allow me, Mr. President, to express to you our heartfelt thanks for the best and most concise talk that I ever heard in my life. It was in few words, and to the point. We are all of us interested in the matters you have spoken of, we listened with the greatest interest and attention, and I want, Mr. President, on behalf of the whole Association to thank you, and to ask that everybody here rise with me and express to Mr. Ellis, our President, our thanks for the able way in which he has carried the Association through for the last year, and also for this address to-night.

The entire assembly rose and sang "For he's a jolly good fellow," and gave three hearty cheers and a tiger for Mr. Ellis.

Mr. C. A. Birge—I think, Mr. President, you need no further intimation, no further expression of opinion of the thanks of those here to-night, and I am sure that what they have done will meet with the hearty endorsement of the whole Association.

Mr. Meighen—I would like to move that the address of the President, which has just been delivered, be published in pamphlet form and distributed throughout the country.

Mr. Rolland—Mr. President, the unanimous acclamation which has been given to your address to-night are words which I believe you will never forget, because you have received this evening the unanimous approbation of your colleagues. And this Association is not an association the members of which say what they do not mean, it is not mere fun, if the members here express their approval you may as a business man take it for granted that they mean exactly what they say. If you will permit me to say one word about the municipalities. In your address you made a remark about them being in opposition one to another. I beg to inform you Mr. President, that the Legislature at Quebec has, at the last session, passed a bill by which it is against the law for a municipality to bonus or offer advantage to a manufactory which is already established in one town, to go and establish itself in another town.

Mr. President, I offer you the best thanks of our Association for your able address.

Mr. Birge—Gentlemen, the resolution was first offered by Mr. Meighen, that the address which has been delivered to-night be put in pamphlet form and circulated throughout the country. It will be published in INDUSTRIAL CANADA. If it is the wish of the Association that additional copies should be printed in pamphlet form, if the matter is seconded I will submit it to you.

Mr. Frost—I will second it. Mr. Chairman.

The motion carried unanimously.

The President—I am sure I thank you very much indeed, gentlemen, for the very cordial and warm manner in which you have

received this address. I wish every manufacturer in Canada would deem it his highest ambition to be president of the Canadian Manufacturers' Association. (Hear, hear.) I wish every manufacturer would be moved with a spirit of enthusiastic determination to bring every other manufacturer within the sphere of his influence into the Association.

I can assure you that you have as thoughtful, serious business men guarding your interests in this Association as it is possible to have, and much of their valuable time is expended in your behalf.

There is not a manufacturer in Canada who cannot charge the expense account of his business with the small sum required to make him a member of this Association, and I can see no reason why every manufacturer should not be within its ranks, but, equally important with the contribution of the annual fee is the encouragement given to those who are devoting their time and their services to your interests, when they know that they are supported—backed up by their fellow manufacturers from the Atlantic to the Pacific.

I do not know when I have felt a more overpowering sense of real enjoyment than I have felt to-day after years of active endeavor on the part of so many of our members to see congregated in the foremost commercial city of our Dominion, of which we are so proud, so large and representative a gathering from all parts of Canada. (Cheers.) We are all engaged in the continuous battle of trade. Competition is the life of trade and an honorable warfare between man and man. Let us strive our utmost to carry on at all times an honorable competition. Let us feel a pleasure and pride in the advancement of our industries, also in the development and supporting of our national ports. I believe that our members will agree that any money expended by the Government towards the development of the port of Montreal will be viewed by us from a national standpoint. (Hear, hear.) Believe me that any money so expended is not for the benefit of Montreal alone, but for the whole of Canada.

Before our deliberations are ended the visiting members of the Association will join heartily with their fellow manufacturers of the city of Montreal in electing one of her manufacturers to the important position of president of the Canadian Manufacturers' Association for the coming year. (Cheers.)

I feel sure that this meeting will unite us more closely than ever, and that a mutual interest in each other will be the result. I thank you heartily, gentlemen, for the kind manner in which you have received my address.

We will now proceed to the next item on the program for this evening, which is a talk on the South African trade by Mr. James Cummings.

SOUTH AFRICA AND CANADIAN MANUFACTURES

ADDRESS BY JAS. CUMMINGS, CANADIAN TRADE COMMISSIONER TO SOUTH AFRICA

MR. PRESIDENT, AND FELLOW MANUFACTURERS, I stand in a very difficult position to-night, perhaps the most difficult position that I have ever been in in my life. I can voice the sentiments of the gentlemen who have spoken, that we have just listened to one of the finest addresses that has ever been delivered before a business assembly in Canada. Your president has done wonderfully well in his address to-night, he has breathed the true Canadian spirit, and I believe his address will do more to bind the manufacturers of this great Dominion of ours closer together than any that I have ever listened to.

Now gentlemen, I am here to talk business to you and the hour is late, but I will tell you a few of my experiences in South Africa. I may say in starting that I was asked by the Minister of Trade and Commerce, Sir Richard Cartwright, to go out to South Africa as a commercial spy and view the land to see why Canadian trade could not be more largely carried on in South Africa than it is at the present time. My mission is now ended in South Africa, but it is not ended here in Canada, as I hope to be of service to many of you yet.

I may say in starting that having spent nearly five months in Africa anything that I know about the country is at the service of this Association, and anything that I can do in the future to help increase the trade between Canada and South Africa will be done to the best of my ability.

POLITICAL SITUATION.

I have come back from South Africa pleased with the country in many respects. There are some fine business men in South Africa, and some of our most loyal British subjects there. But I want to tell you here that, for the last twenty years, the position of the loyal subject in South Africa has been a very bad one indeed—he has been sneered at by the Dutchmen, he has been stigmatized for sticking to Great Britain to his own commercial disadvantage, and in spite of all that we have thousands and ten of thousands of men who have stood by the old flag, and who are to-day suffering in pocket thereby. I never thought of the loyal Africans till I got down there amongst them.

As to the country itself, so far as I can view it, it will not for many years amount to much from an agricultural standpoint. I would not ask any good Canadian to go down there and take to farming. If he does he will lose money. South Africa is more of a mining than an agricultural country. I may say that in the last year before the war South Africa produced something over one hundred million dollars worth of gold and diamonds, and you know any country

that produces gold will not be pushed from an agricultural standpoint. Another drawback is the irregular rainfall that prevails there.

POPULATION.

Africa is now and has been one of the greatest buying centres of the world in proportion to its population. Of the population less than a million consists of white people, while the colored races number eight or ten million. While the white people do not work, the colored people do not care about working. The fact is, the colored man will not work until he wants a wife, and he cannot get a wife without working, so he works and earns some cattle, and then gets a wife, and if she suits him he works again and earns some more cattle and gets another wife, and when he gets four or five he is a very respectable man, and his first wife begins to think that he is a man of some importance. You would be surprised to know that this is recognized by the British Law in Natal. It is, however, the wisest policy to allow it as it has been the custom of Zulus for centuries and it would be impossible to change it now.

These Zulus and natives form the majority of the working class. In addition to them, owing to their unreliability the manufacturers of the country have imported, I think, somewhere about a hundred thousand coolies from East India. We have therefore another element of the population—East Indian coolies. These coolies have been brought there under a five years' indenture, and were promised a return, but in many cases they preferred to remain, so that their number is now very considerable. Besides these there are the slaves of the Dutchmen, called "Cape Boys." This shows you what a strange country it is, and what a mixed population there is there.

THE WAR.

This war that is now progressing there may not end in two or three months, it may take longer, but no matter, it is going to end, and it is going to end in the proper way too. Now, I want to say right here, I went to South Africa with perhaps an open mind, and have come back with the full feeling that this war was a just and righteous war. Either we had to put our necks down and let the Dutchman put their feet on them, or fight. And more than that, I will say to you gentlemen, the South Africans appreciate very highly what you Canadians have done for them, and perhaps that was one reason why I was treated with such good fellowship when I was there—I was treated as a friend wherever I went—except when I went to a Boer house. I will say also that

in trade and commerce, the noble work that our brave Canadian volunteers did in South Africa has paved the way for your goods to go there, and other things being equal, they will give you the advantage. The South Africans have a warm heart towards Canada and the Canadians.

TRADE CENTRES.

The principal ports of South Africa are Cape Town, probably the leading port; Port Elizabeth comes next, also a very good port. Another very important port is East London, and still another is Durban, the port of Natal. These are the four principal ports in South Africa, and the probability is that in the near future Johannesburg will be a very important centre. The trade, as I said before, is centred in gold and diamond fields surrounding Johannesburg—but Johannesburg will not be the only centre. Johannesburg has, I suppose, been nearly stationary for the last four or five years owing of course to the war and the fear of a war. But with British law and order restored, I verily believe that you will see Johannesburg a larger city than the city of Montreal—a city that will consume twice as much goods as you do in Montreal, because there is no class of people in the world who will buy so much and so lavishly as the people who get their money from the gold that they take from the ground—nothing is too good for them—they want the best.

GOODS REQUIRED.

Now, what can you send them? You can send them agricultural implements, you are sending them agricultural implements now. The Massey-Harris Company of Toronto have a representative there and are doing very well. I saw some Brantford plows there that were sold by a Yankee, and I can show you how the Yankee trade was done. They took off the Brantford name and put on another name. Right there I saw this thing done—they told me it was the best plow that they had—it was a Canadian plow.

We can also send them carriages. Our good friend Mr. Burrows, of the Canada Carriage Company, has been exploiting the market—it is not exploited altogether yet, it will be better—but I found his carriages there.

I found wagons there from Canada, not as many as I would like, but I have found them. I found also boots and shoes from Canada. I found bacon and cheese—all grades of Canadian cheese are being sold there now.

Now, how do we get them there?

By way of New York and by way of London, and I might tell you right here.

before leaving the subject, that the Yankee, when he cannot get what he wants at home, sends an order to the Canadian manufacturer, and not before. Most of the exporting is done to-day by the New York exporting houses, and by the London exporting houses. The South African sends an order to the New York house or to the Londoner, and if the New Yorker cannot get what he wants in the United States he will give us the pleasure of supplying it.

Now, I found that Canadian furniture has a very strong position in South Africa, so far as it has gone, but it has not gone very far. I found Toronto furniture bought by a New York house away out in Natal, and they speak well of it.

In connection with Canadian lumber, there is no end of the amount that can go there.

Canadian Flour is just what South Africans require. They want something that will give them good muscle, and our Canadian hard wheat just suits them; the soft wheat they get mostly from Australia and South America.

All these things I found there, and many others reached there just because they are wanted, even though they are not specially pushed.

GOOD CANADIANS.

Mr. Moffat, whose letter you heard read to-night, is a gentleman that I am proud of, he has worked for six years against difficulties—great difficulties. He is doing a good work down there, and you can depend on it that anything that you trust to him will be attended to. His suggestions I cordially endorse.

There is another good Canadian there too and I want to mention his name to the members of the Canadian Manufacturers' Association, that is Mr. J. W. Taylor of Toronto, representing the Dominion Radiator Company. He is also selling some steel clad baths. No truer Canadian ever went into a foreign country. I believe that that man's thoughts night and day are as to how he can advance Canadian goods. When he found out that I was a Canadian I could hardly get away from him.

PLAN OF WORKING.

What he wanted me to say to you was to send down about a dozen good lively Canadians, let them push the goods that I have mentioned to you to-night and some others. That is a move that will, of course, entail some expense, but if you do get the goods there, and they are satisfactory, you will be well paid for the

trouble and expense that you have incurred. You may think that it is too heavy an expense for one manufacturer to bear, but I would suggest this: That a few of you manufacturers would combine and send one or two representatives there, I think that now when you are having prosperous times is the time for you to prepare for the lean years that will come. Prosperity does not last for ever, you know. You should not wait till they do come to prepare for export, prepare for them now, assign a part of your factory—a small portion—to manufacture for the export trade, and when the lean years do come you will be ready for them, and you will find it profitable, particularly in a country like South Africa, which is a growing country. I believe that within the next five years you will see \$150,000,000 worth of gold taken out of that country.

Now, I want to give you gentlemen a bit of advice, do not send your goods there on spec, go down yourselves and find out what they want and make it for them—make exactly as they want it. Send them exactly what will suit the market, and you will find a remunerative market there. Ten years ago the Yankees sent less than one million dollars worth of goods to South Africa. Last year they sent nineteen million. Some of that was of course ours.

DIRECT SAILINGS.

I think that I have already taken enough of your time, but before I sit down I would like to impress upon you the importance of one thing, that is, that the Government of this country should help you to get your goods to South Africa at regular intervals and without having to pay an exorbitant freight on them. And I hope that every member now present will impress upon the member of Parliament for his constituency the necessity for this, that a little money judiciously expended in opening up a direct steam communication between South Africa and Canada would be of immense benefit to this country.

There is another point that I would like to urge upon you and it is an extremely important one—do not attempt to send to South Africa any unfinished goods, send everything finished up to the last analysis. They have no skilled labor to speak of there, and they do not want lumber in rough logs, they want it in casings, floorings, boxings and other manufactured forms.

RECIPROCITY WITH UNITED STATES.

We speak of reciprocity with the United States. I used to be in favor of it, now I am no longer. I will go even a little fur-

ther than your worthy President. If the Yankees came to me and said "we will give you reciprocity, and will allow your goods to come in, if you will allow ours to come in too," I would say no; we would simply become hewers of wood and drawers of water to the American exporter.

The American exporter has an advantage over us in Canada. I will show you in what way. I will give you a little history. You remember, a number of years ago, we owned our canals in our own right; the Yankee had no right except what we chose to give him. In a moment of weakness we agreed at Washington to give the Yankee full control, the same as ourselves, though he never spent a dollar on them, at the same time they agreed that we might use the New York State canals. But all these different American canals have been closed to every Canadian barge. What do we find to-day? Canadian lumber carried from Ottawa down in American barges. You see these American barges going up to Ottawa and taking the lumber down to New York or Whitehall, and preparing it for the South African trade, selling it for \$60 a thousand, which would probably cost about \$20 or \$25 in Ottawa. That is the way in which reciprocity helps us. Gentlemen, you ought to endeavor to get the Government to help you to take your raw material from Canada direct to South Africa, and any manufactured stuff that you send from here should not be permitted to leave Canada until it is finished to the highest point of excellence, then send it to the foreign country yourself. (Cheers.)

The President.—I am sure, gentlemen, we have enjoyed the remarks of Mr. Cummings, and will take the earliest opportunity of hearing him again any time he wishes to continue his interesting talk.

Mr. Russell, our Secretary, will now read the report on "Asiatic Russia," prepared by Mr. William Whyte, of the C.P.R.

Mr. Russell.—Mr. Whyte tells us that it is with deep regret he cannot be present to deliver his report in person to us this evening; but he has submitted a copy of his report on his recent trip to Siberia, as presented to the president of the Canadian Pacific Railway Company. I have only to read one or two points that may be of direct interest to us as manufacturers. I may say the report is very comprehensive, that it goes into details as to the articles imported into that country, the different prices paid, etc. From that you will see that it is a report of value, and that much information can be gained by a careful perusal of its pages.

ASIATIC RUSSIA

ADDRESS BY MR. WILLIAM WHYTE, ASSISTANT TO THE PRESIDENT OF THE C.P.R.

GENTLEMEN,—Regarding my trip through Siberia, permit me to report as follows:

The Siberian Railway starts from Cheliabinsk, a flourishing settlement on the eastern slope of the Ural Mountains, is projected across Siberia, and, when completed, will be 4,714 miles in length.

The length of the line of the Siberian Railway at present given over to the Operating Department, completed, and in running order, is roughly 3,200 miles. The number of men employed at no time has been less than 70,000; 2,200,000 tons of cement have been used, 9,000,000 ties laid, and for the timber required in the construction of the road, 100,000 acres of forest have been cleared.

Up to the beginning of last year 4,500,000 passengers were hauled over this system, and 85,000,000 tons of freight carried. The immigration returns for the last year are expected to show an influx of 600,000 people.

GOING EAST FROM CHELIABINSK.

I propose to give a brief account of the country along the railway from Cheliabinsk eastward to Irkutsk on Lake Baikal, called by some the Sea of Baikal. Cheliabinsk itself is probably the most important grain centre in Siberia, containing large mills, elevators, and so on. It obtains the supplies from Moscow by rail. It is at this point that immigrant trains are made up for despatch to the Government lands along the line. Going east from the Ural Mountains, we enter a region devoted to stock raising, dairy farming, and wheat growing, which extends for a distance of 900 miles. A good deal of butter is shipped from this territory to Western Russia, whence it finds its way to England and Denmark. The exports of wheat are also considerable, and as population increases are bound to grow. The stock consists chiefly of cattle and horses. The meat products are shipped to Western Russia, France, and Germany. Caravan routes, or, as we should say in Winnipeg, trails, run into all the stations on the railway from small settlements in the north and south; in addition, the whole of this western region or, rather the whole of Siberia, right through to Vladivostock is watered by large rivers. Here and there, barren lands occur, but these will be irrigated in due time by the Russian Government. Meanwhile the good lands will accommodate many millions of people yet to come.

Farming is still pursued in a primitive manner. The Government is introducing American and other implements, but as a

rule the settler cuts his grain with the old-fashioned scythe or sickle. The country roads are bad, but have been improved to some extent since the construction of the railway. Wheat-buying at the chief shipping points is carried on by the agents of Russian merchants. At Itat, 1,200 miles east of Cheliabinsk, the price paid for wheat is from 40 to 50 cents per bushel, for rye 24 to 28 cents, for oats, 18 to 20 cents.

THE FUEL QUESTION.

Immigration from Western Russia into this portion of Siberia is carried on with considerable energy under Government supervision. The Itat district received over 5,000 immigrants last spring, while at Achinsk, Kanskank, and other points they arrived at the rate of 100 a day. The Government agents go about in the more thickly populated agricultural regions in Western Russia, make up parties of immigrants, and despatch them eastward along the railway, where they are received by other Government agents and placed on the land allotted to them. A State paper recently printed at St. Petersburg shows that the Government expects to settle five million people in Siberia during the next six years. The authorities also estimate that within the next ten or fifteen years Siberia will export thirty million bushels of grain to Western Europe, chiefly to the United Kingdom, which may well be the case should the volume of immigration keep up. The Government allots a free grant of forty acres to each male immigrant, and sells supplies and implements on tolerably easy terms.

2870 EASTWARD FROM IRKUTSK.

Coming further east again, these regions have not as yet received many immigrants from Western Russia. They are inhabited principally by free natives and by nomadic tribes with a sprinkling of convicts. Nevertheless American reapers and self-binders are already being introduced. They are purchased by the local Government agents from the Moscow agencies of American implement firms. Immigrants are entering the province of Yenissei, which lies between the Yenissei and Lena rivers. The Lena region contains gold mines as well as mines of copper and coal, which consume the surplus products raised there. In time these prodigious deserts will export grain and meat. They are famous for their marble quarries and for their deposits of mica and phosphates resembling in this respect the country lying north of the Ottawa river.

According to the latest returns, the Trans-Baikal contains 1,300,000 cattle, 1,200,000 sheep and 600,000 horses; but these are owned chiefly by the nomadic tribes, and the herds increase slowly owing to the ravages of wolves and the prevalence of the cattle plague, said to have been brought from Northern China. Butter and cheese have to be imported, the local supply being inadequate; but there is a large traffic in furs, the horns of deer and cedar nuts. The Trans-Baikal is rich in gold, silver, tin, coal and iron ore. So far, however, mining has made but little progress. Clothing is imported principally from Western Russia, flour from the milling points on the Siberia Railway, and tea from Hankow in China, through Vladivostock or by way of Nikolaeoffsk and the Amoor river. About 36,000 tons of tea pass through the Trans-Baikal every year, of which 1,800 tons remain for local consumption.

During my visit a tariff war was being waged between Russia and the United States in consequence of which the trade done by the Americans in axes, electrical apparatus, and other lines of goods was being diverted to England and other countries. Implements are admitted free. When the tariff war is over, there is sure to be a large increase in imports from the United States, chiefly implements, portable engines and the like. The ordinary Russian tariff is a heavy one; the duties on woollens are absolutely prohibitory, while those on flour, cottons, sheet iron, glassware, woodenware, etc., are very high. The policy of Russia is to encourage home industry. At the same time when Eastern Siberia begins to be peopled and the mines to be worked, the demand for foreign goods will be considerable for the simple reason that the Russians of Western Russia are still backward in manufacturing, and the cost of carrying goods by rail to Siberia will necessarily be very great.

I append herewith an account of the mining regions and the mining regulations, together with notes on transportation rates and the price of goods, domestic and foreign, in use along the railway; also a statement showing the duties levied on the principal imports from the United States, together with a detailed exhibit of the goods which passed entry through Vladivostock in the first six months of 1901.

GOODS IN DEMAND.

While at Irkutsk, I met Mr. Feinberg, a millionaire merchant of that place, and among Siberian merchants a pioneer,

the Kara Sea route. He was very enthusiastic and welcomed the idea of this company's collaboration with the Siberian Railway. I also made careful enquiry of the Government supply depot at this point, and of a number of the representative merchants in Irkutsk, from whom I gleaned the following information.

There is also a market for pumps, Alvairs pumps being in use. I was not able to ascertain where they are manufactured. They are of ten different sizes, No. 1 being the smallest. The prices vary, viz., No. 1, \$5 to \$6; No. 4, \$12.50; No. 8, \$40. Diameter one to three inches.

There is also a market for binders and reapers, the natives taking kindly to them.

For steam threshers there is a market, but only west of Tomsk.

Portable engines are in use for different purposes. They are chiefly of English manufacture.

Saddlery is obtained chiefly from Moscow, but a good business can be obtained in American goods, which, however, should conform to local pattern. A lot of saddlery is used at the mines.

American axes are considerably used in the Trans-Baikal; they weigh four or five pounds each, and are brought through Vladivostok. No definite information as to prices obtainable in view of new customs regulations.

Saws and files are used extensively in the Trans-Baikal district, and are largely of American manufacture.

Very great demand for rubber goods. High and low boots of both felt and rubber much in use. They are of summer, autumn and winter weights.

There is a good market for stockings, mitts, etc., but all are imported from Russia. Mennonite felt boots, similar to those used by the Doukhobors in the Canadian North-West, are much used in the country around and along the Amoor; made in Rumen, West Siberia.

The natives use sheepskin coats, costing from \$9 to \$10 each. Fur coats would not sell here. Caps would have to be according to local style and pattern, that is, ordinary lambskin and cheap Siberian skins. Prices range from 50c. to \$3.50. Leather jackets are largely used, these are made in Russia.

The canned goods used are chiefly imported from Russia, although a certain quantity of sardines come from France. There is a large demand for preserved fruits, a large quantity always being consumed.

There is a big demand for cheap brands of wine, brandies, as well as beer, ales, etc.

Sheet iron is much used for roofing and other purposes, and is very cheap in Irkutsk.

Shingles are not in use at all. Most of the merchants know nothing of them, nor had they heard of them, and, consequently, could not advise. Sheet iron can be bought at 36 lbs. for \$3, and there is a tremendous demand for it, and a good business can be done. The sheets are five feet long and two and a half feet wide.

German double-handed saws sell at from 50 to 75 cents.

A set of English single harness, but made in Moscow, is worth \$50. Russian style, also made in Moscow, worth \$12 to \$37.50. Triple set of Moscow harness, heavily tinselled and plated, sold at \$75; double set, same style, \$55. Ordinary heavy draught harness, single set, \$9 to \$9.50. Lady's saddle, Russian, with bridle, \$15; men's ordinary saddle, \$11.

Rubbers, Russian style, lined, \$1.25, \$1.62 and \$2.25.

Rubbers, high legged, \$2.50.

Jackets, leather, such as are used by Canadian brakemen, \$3.75.

Mitts, coarse drivers', leather lined with batting, 25 cents.

Carriage springs, made at Moscow, chiefly for droskies, price for four, \$21. Carriage lamps, with two sets of glasses, from \$4 to \$12.50 per pair.

Fire brigade springs, Moscow price, \$42 for four.

Sanitary pipes and water pipes, chiefly iron, much used.

Wire for electric lighting and dynamos all bought outside of Russia.

American harvesting machinery is used to a large extent throughout the Orenburg, Tobolsk and Tomsk Governments, and eastward to Achinsk. The peasant farmers mostly obtain their implements direct from the local Government stores.

The machinery kept by these stores is of Russian, English, American, and German manufacture. The following list shows the class of machinery and its origin:

Reapers.—Water A. Wood, Hoosick Falls, N.Y.; "Swallow," James Grieves; "Adriance," by Platt; McCormick, Plano, and Deering; Massey's, which are fairly in favor, sell at \$100 and \$112.50.

A Russian machine is quoted at \$75, but Massey's is preferred off the steppes. The "Daisy," a light machine of American manufacture, is readily bought at \$105, \$107.50 and \$110. Up-to-date binders are hardly ever used, although from information given by the Governor-General of Irkutsk, it would appear that some were in use in Yakutsk district. The reason given for lack of popularity is that the parts are too intricate for the ordinary Siberian peasant as yet to repair when they fail, and there is difficulty in getting qualified men to do the work.

Horse Rakes.—Stoddard & Eckert, N.Y. These are quoted at Irkutsk at

\$34 and \$35, and are used largely by Buriats.

Steam threshers only used in the best grain districts of the west.

Horse threshers, two-horse power, of Russian manufacture, selling at \$140. Quite a number of these are used.

Horse harrows of Prussian manufacture, quoted at \$15 and \$17.50, but not much in use.

Plows.—"Sacca," English make, not used. Russian plow quoted at \$12.50. Common Siberia plows (Ural Saban), \$2.50 and \$3 each, are most in favor. Small Riga plow or kitchen garden plow, \$2.50, limited demand.

Mowers.—"Plano," manufactured by Jones, \$8 each, have only a limited sale on account of complicated parts.

Hand Fanning Mills.—German make, quoted at \$45, and not in favor. French style, at \$75, preferred.

Straw Cutter.—Bentyl's English make, \$16 apiece, much in favor.

Seed Sowers.—Foster's, Elkhart, Indiana. \$3.75. much in use.

Scales.—Knowles' Scales Works, Massachusetts, capacity 540 pounds, sold at \$36.

Scythes.—Russian and Austrian, 25 to 40 cents each, no American scythes in use. Russian article of inferior quality.

Forks.—17½ and 20 cents with handles, and 17½ cents without; three or four prongs, but three prongs preferred.

Spades.—With handles, \$1 apiece; without, 25 cents.

Sickles.—Samuel Newbould's, English manufacture, 17½ and 20 cents, much in use.

Hand Hay Presses.—Ingersoll, Canada, \$75 to \$125, in good demand and generally used.

Cream separators from Stockholm, \$40 to \$50, have slight demand.

Grinding Mills.—Two horse-power, manufactured at Blackstone, England, quoted at \$75 and \$85.

Axes.—Swedish make, 55 cents. American make go better, are heavier but of same pattern.

Saws.—German, double hand, 50 to 75 cents, in good demand.

Freight and transport wagons and carts of foreign manufacture find no market in Siberia, not being strong enough to stand the hard usage they get on the roads. Springs give way, and the material in foreign-made springs is not equal to that furnished locally in Russia.

At Petropartosk I met Mr. Zinty, representative of the Deering Company, of Chicago, who informed me that he sold his machinery direct to the Government, f.o.b., New York. The prices to the farmers or peasants are, for binders, \$187.50; mowers, \$75; reapers, \$125; plows, from \$20 to \$25.

The Secretary — You will see from this report that justice cannot be done by a hasty reading of it to-night. It will be printed in *INDUSTRIAL CANADA*, where its specific information as to goods required in Siberia,

transportation charges, etc., will be accessible to our members.

The President—I have now much pleasure in introducing to you Mr. C. J. Alexander, of Glasgow (Vice-President South Scotland Chamber of Commerce), who will speak of

Canadian manufacturers from a British point of view.

Mr. Alexander—Instead of speaking from a British point of view, Mr. Chairman, I am going to speak from a Canadian standpoint about the manufacturers here.

THE WOOLLEN INDUSTRY

ADDRESS BY MR. C. J. ALEXANDER, EX-PRESIDENT OF THE SOUTH OF SCOTLAND CHAMBER OF COMMERCE

MR. CHAIRMAN AND GENTLEMEN—Perhaps before laying my views before this numerous and influential meeting, it may be as well to explain how I come to take such an interest in the Woollen Industry of this vast Dominion affilia ed by so many ties of interest and sentiment to the Mother Country.

For over forty years I have been engaged actively in business, both as a merchant and manufacturer, in Scotland, and it has been my privilege to represent the South of Scotland Chamber of Commerce as President, and as a fellow of the Associated Chambers of Great Britain and Ireland, in which capacity I was sent to advise with Parliamentary Committees on tariff questions, and had the opportunity of meeting the best and brightest minds in the commercial and political world, and here I may state that the free trade policy was the general sentiment of the Associated Chambers, although we are not without a minority who were strongly protectionist—for myself, I was then, and am still, quite clear as to the free trade principle being for the best interests of Great Britain. So that in coming to this side of the Atlantic, I came as a free trader; and for some years before my eyes were opened by the X rays of practical demonstration, I advocated the free trade policy. My object in telling you this is to show you how strong and clear must have been the practical facts which there was no gainsaying, to have converted a bred-in-the-bone Cobden and Bright free trader like myself. I lived in the States when the first McKinley bill was in force, also under the reduced Wilson tariff, and having had exceptional opportunities of observing the workings of these different measures designed for the advancement of the various industries of that country, I am now of the settled conviction that a tariff that does really protect is under the conditions there and here existing absolutely necessary, and has had the effect of bettering the condition of all classes and raising the standard of living, especially for working men.

Under the reduced Wilson Tariff all domestic industries suffered. Foreign importations increased and domestic manufacturers were displaced; whilst under the Dingley Tariff, foreign importations were checked, and correspondingly domestic

manufacturers took their place, and, as a result, houses that formerly dealt exclusively in foreign goods were glad to substitute domestic in their place; and further, under this fostering influence American manufacturers improved in the style and quality of their product, and by ensuring to the manufacturer their home market in its entirety, increased production has enabled the manufacturer to keep prices on such a level as to make their prosperity no burden to the rest of the community.

This point, I want to emphasize and drive home, as it is self-evident to everyone who has ever been engaged in the manufacturing industry.

In other words, instead of a mill having to offer, say, 500 styles to keep the machinery going, they are enabled, with a larger market, to run on fifty styles and hence at a greatly decreased cost of production.

The object of protection is not to increase prices, but by getting our own home market to reduce them, and this has been the effect in the United States where domestic competition has kept prices at the lowest level, and has enabled them to invade the markets of the world.

I have official figures from the U. S. Treasury Department at Washington giving the imports of woollens for year ending June, 1901, which for a population of over 70 millions amounts to \$14,000,000; and I have also the official figures for Canada from Ottawa, which are given at ten millions for your population of less than six millions. Thus Canada imports of foreign manufactures of woollens at the rate of one dollar and sixty cents for each man, woman and child, whereas the United States for its vast population imports only at the rate of 20 cents per head; or in short Canada imports eight times per head what the United States does.

The development of your home industries is by far the most potent factor in giving you an increase of population. You cannot have a greater object lesson than that you have in the States. There you find high protection, unbounded all-round prosperity, and every year swarms of emigrants entering her domain, attracted by high wages, consequent on the development of her industries and resources.

RESOURCES ARE GIFTS—INDUSTRIES ARE CREATIONS.

Now, with you in your vast Dominion with boundless territory and resources by river, lake, sea and land, with the greatest forests in the world, a climate in great part the most healthy and enjoyable in all the King's vast realm, the first thing to see to is what is within your own power, and what lies in your hand. This claims your first attention, that is, see your home industries are kept effectively protected, and that what now goes to the foreigner is kept in your own midst and so encourage emigrants of skilled labor to come to your shores and build up your country.

I want to point out also that this is one means of stopping the depletion of the best blood of your country, who with no openings here are tempted to take their energies and allegiance over the border. I had a conversation with one of the oldest and most influential of your citizens of Toronto. He said: "It makes my heart sore to find our young men, well educated and well trained, stalwart fellows, going over to build up the States, instead of remaining in their own land, making it almost a breeding ground for a rival nation."

Prosperous industries afford openings for the vigorous, healthy sons of your farmers, and additional population earning good wages, provides also a home market for your farmers' produce. Indeed, I know of no class of the community who would benefit more by thriving industries than the farmers themselves.

Of imported woollens I would ask: Does your farmer get any market or demand for his wool? Not one ounce, whereas by having such wool manufactured here he can increase his flocks and find a home demand made to his hand. Now I come to the preferential tariff, which has hit and is hitting the woollen manufacturer so hard. England stands pre-eminent the world over in its manufactures of woollens, and in conceding this preference it has been granted to your greatest competitor, and for which you cannot point to one particle of reciprocal advantage.

But whilst, as an expert in woollens, having handled, bought and sold them since I was fourteen years of age, and consequently my remarks have had more particular refer-

ence to the hardship under which your woollen manufacturers labor, I want to say that I am in the heartiest accord with adequate protection being given to all the industries of the Dominion. *I say the preferential tariff has hit the woollen trade hardest of all.* Other industries of Canada, say, furniture, pianos, organs, agricultural implements, boots and shoes, may not have been so hit, but suppose a preference at 33½ per cent. had been given to the United States, their greatest competitor, how would it not have imperilled, if not extinguished their industries. Such, however, is the hard case of the woollen industry, against which they are making a gallant though up-hill fight, under great discouragement.

Now gentlemen, I am in great hopes that with a Government in power at Ottawa that are realizing the beneficial and wise policy of granting favorable concessions in grants of free lands to settlers in the West, and also in giving all encouragement to the steel and iron and mining industries, both by bounties and concessions, I say I am in great hopes they will see their way clear in some practical way also to help one of the oldest industries in the Dominion and set it on the road to a deserved prosperity.

Of course, there is the sentiment of loyalty. Now, in loyalty to the Mother Country, I stand second to no man living. I have taken the oath of allegiance as a volunteer when fear of invasion stirred the manhood of my native land, and have had the honor of being presented to the illustrious Sovereign, her late Majesty; so that in what tends to the unity, extension and strengthening of the Empire, I am with you heart and soul.

Although for Imperial federation, neither the hour nor the man has come.

But when the Rose and expectancy of this fair State, the observed of all observers, with his future Queen passed through on his world-tour, my heart swelled with emotion to see the spontaneous ebullition of loyal feeling that on all sides gave them warm and welcome greetings.

But whilst we are all sincerely loyal, that does not mean that Canadian interests are to be sacrificed to that of the Mother Country, and I am sure the Government of Great Britain does not wish it either. What Britain wants to see and what you want to see is on this side a great, a growing dependency filling up with a population of our own tongue and breed, and retaining your own sons and people under the proud flag of the Maple and Union Jack.

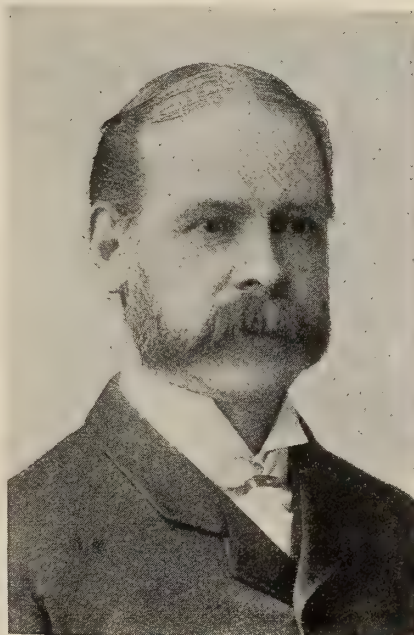
Then should storms ever arise around our much loved Isle, a population increased by wise legislation to ten millions, will form the pride and glory of the Empire, and such a buttress as will keep her where she now is, the head of the nations of the world and the Mistress of the Seas. (Applause.)

VOTE OF THANKS.

Mr. Birge—The good old people who lived forty or fifty years ago would call this a season of blessing. It has been a season of blessing to-night to spend an educative hour or two here. The first address which the President has placed before you would show strongly the influence of Canadian manufacturers. Now, this address given by Mr. Alexander comes from the pen of an outsider, and ought to be very interesting. I wish to move that the thanks of this meeting be tendered to Mr. Alexander for his very interesting address, and also to move that it be printed in full in INDUSTRIAL CANADA.

Mr. Karn—I will second that motion with much pleasure.

The President—Gentlemen, you have heard the motion of Mr. Birge, seconded by Mr. Karn, that the address of Mr. C. J. Alexander be printed in full in INDUS-



R. Y. ELLIS.
P. W. Ellis & Co.

Chairman of the Technical Education Committee,
1900-1901.

TRIAL CANADA. Is it your pleasure that this motion should be adopted? Carried.

Now, gentlemen, I will put the motion that the thanks of this meeting be tendered to Mr. Alexander for his very able address. Is it your pleasure that it be adopted? Carried.

The President (to Mr. Alexander)—I have much pleasure in conveying to you, Mr. Alexander, the thanks of this meeting for your kindly and able paper. I can assure you that we appreciate it very much, and I will take the greatest pleasure in having it published in full in INDUSTRIAL CANADA, in order that those who have not had the pleasure of hearing it may read it.

Mr. Alexander—I never for one moment expected this, Mr. Chairman. I never expected to have the honor of putting my

remarks in this form, but if you think this will rouse Canadian feeling as a Britisher I will be most pleased. I thank you very much, but I must not sit down without saying that in Mr. Russell you have indeed a secretary. I don't know of anyone who understands the Canadian or American tariff so thoroughly as Mr. Russell. I am very much obliged to you for your kindness.

The President—We Canadians call ourselves Britons born outside of Great Britain. I am glad to see that Mr. Alexander has found out our jewel, because I am perfectly justified in stating that we have in the Canadian Manufacturers' Association the secretary of secretaries in Canada.

Mr. George—Before we close, Mr. Chairman, I think it is important that the thanks of the meeting should be tendered to Mr. Cummings for the interesting remarks that he has made about the possibility of trade with South Africa. They were thoroughly practical, and of peculiar interest coming from a man who has just been there and made an examination of the ground. I therefore have great pleasure in moving a hearty vote of thanks to Mr. Cummings for his very interesting remarks on the possibilities of trade with South Africa, and I would also move that Mr. Cummings' remarks be incorporated in INDUSTRIAL CANADA.

Mr. George H. Hees—I second the motion, Mr. Chairman.

The motion carried unanimously.

The President—I have much pleasure, Mr. Cummings, in conveying to you the thanks of the Association for your very interesting address this evening, and I can assure you that we are impressed with the wisdom of the Government in sending to South Africa one of our Canadian citizens who knows what we are able to do, and who would carry into that country a strong Canadian influence.

Mr. Cummings—I return to you, gentlemen, my hearty thanks for your very kind vote. I have done nothing but my duty, and I am prepared to labor at any time to assist the manufacturers of Canada to obtain a foothold in South Africa.

The President—The Hon. Mr. Rolland will be able to arrange a very interesting program to-morrow, and also something interesting to occupy our attention on Thursday. I am sure I only voice the opinion of everyone present when I say that Montreal members are jolly good fellows. (Hear, hear.)

As our program is completed, I will call upon you to sing "God Save the King," and we will adjourn.

The entire assembly arose and sang "God Save the King," after which the meeting adjourned.

SECOND BUSINESS SESSION.

TARIFF COMMITTEE OF THE WHOLE.

THE members of the Association met in the Tariff Committee of the whole on Wednesday morning at 10 a.m. to receive the reports of the Tariff Committees that had been appointed to deal with the needs of the different industries involved.

The reports of the Tariff Committee were received and discussed, and the reports as adopted incorporated in the general report of the Tariff Committee of the whole to be subsequently presented to the general meeting.

At 12 o'clock noon, the Tariff Committee of the whole rose and the meeting formed itself once more into general session.

The President—Now we will once more form into a general session. We will ask the secretary to submit the report of the Tariff Committee of the whole for adoption.

REPORT OF TARIFF COMMITTEE OF THE WHOLE.

The Tariff Committee of the whole submits the following recommendations as its report:—

First.—That this Association recommend the Government to place a duty of \$2 per thousand on sawn timber of the following varieties: Hemlock, Tamarac, Spruce, White Pine, Red Norway Pine, Douglas Fir and Cedar. Also that a duty of 30 cents per thousand be imposed on shingles and 25 cents per thousand on lath. Further, that the Provincial Governments be recommended to adopt such a policy as will prevent exportation of logs from Canada without being sawn up into manufactured goods. Further, that the Government be asked to specify in their contracts that Canadian material be used by Government contractors as far as possible.

Second.—That this Association endorse the request of the agricultural implement manufacturers for an increase in the duty on agricultural implements.

Third.—That the Association endorse the request of the woollen manufacturers for a net tariff after reduction of the preferential clause of not less than 30% or its equivalent on all classes of woollen, worsted and knitted goods and carpets, and 20% net or its equivalent on all classes of woollen and worsted yarns.

Fourth.—That this Association urge upon the Government the advisability of changing the ad valorem duty of 20% on oatmeal to 60 cents per hundred pounds.

Fifth.—That the Association endorse the request of the manufacturers of folding paper boxes for a specific duty of 6 cents

per pound in place of the present ad valorem duty of 35 per cent.

Sixth.—That this Association endorse the request of the shirts and collars, cuffs and blouse manufacturers for a duty which shall be equal to the duty on raw material plus a specific duty of 24 cents per dozen on collars, 48 cents per dozen on cuffs, \$1 per dozen on shirts and blouses.

The Tariff Committee of the whole also reports favorable to the following tariff changes that have been laid before it and recommends the standing Tariff Committee of the Association to consult the membership and forward their recommendations to the Government at the earliest opportunity.

First.—That in view of the recent expansion of the iron industry in Canada, by which many new forms of steel not hitherto made in the Dominion will be added to the list of manufacturers at Sydney, Sault Ste Marie, New Glasgow, Hamilton and other places,

Be it further resolved,—That this Association petition the Dominion Government to consider the necessity of granting an adequate amount of protection to such new lines of manufacture as shall be undertaken by the iron and steel producers.

Second.—That inasmuch as the manufacture of bleaching powder and caustic soda has now been undertaken in Canada, the Government be petitioned to grant an adequate protection to this new industry, and that this Association suggest that the same take the form of a specific duty.

Third.—That the Government be petitioned to increase the duty on finished granite monuments from 35% to 45%.

Fourth.—That it is desirable that the duty on finished or other licorice be increased from 20%, the present duty on the extract or paste to 35% and $\frac{1}{2}$ c. per lb. as prevailing on other classes of confectionery.

Fifth.—That the report of the committee on valuation and appraising be adopted and also commended to the attention of the standing Tariff Committee.

This report read as follows:

"This subject is so important that your committee does not think it possible in the short time at their disposal to make a full report. They believe there are several subjects in this connection which deserve the best attention of the Association, viz., the necessity of the Government adopting better methods of securing information regarding the prices ruling in foreign markets, by means of a service similar to that of the United States Consular service, also that there is great necessity of using our influence

to induce the Government to put a check to the present large importations of so-called job or imperfect goods and overplus foreign productions at less than standard values. This is a growing evil, and we believe that in no case should such goods be allowed entry at a lower value.

"We also believe that there is room for improvement in the unification of values at different ports of entry, and would like the Association to consider this matter as well.

"In making these remarks, we would state that we believe the Government are using their best efforts, but that there is, no doubt, much room for improvement. We hope the Association will take steps to ensure the whole of this question of valuation being carefully studied and acted upon.

The reports covering the lumber interest, the woollen interest, folding boxes, oatmeal interests, shirts, collars and blouses; agricultural implements, are dealt with finally and are in the form of recommendations from the Association to the Government. The other matters, affecting the iron industry, the chemical industry, the licorice interest, granite manufacturing, appraising, are in the form of recommendations from the Association to our Tariff Committee for their consideration and further recommendation to the Government. These were included in the circular sent to members, and have therefore to stand over in order that everybody interested may have a chance of discussing them, and that no interests may be discriminated against. This is the report of the Tariff Committee of the whole.

The President — Gentlemen you have heard the report and you have listened to the discussion in the Tariff Committee of the whole. Each matter has been thoroughly gone into, and we are justified in adopting the report of the committee of the whole, recommending that these matters should receive our sanction.

Report was adopted unanimously.

We ought now to have the report of the Commercial Intelligence Committee, but it would be unwise to take up this until after lunch. I now declare this meeting adjourned.

AFTERNOON SESSION.

The meeting was called to order by the President, who said: Gentlemen, we are 25 minutes past our regular meeting time. We will now have the report of the Commercial Intelligence, presented by Dr. Wickett, the chairman.

REPORT OF THE COMMERCIAL INTELLIGENCE COMMITTEE

S. M. WICKETT, Ph.D., CHAIRMAN.

With your indulgence your Commercial Intelligence Committee offers the following brief report of its work during the year. The varied topics discussed by the committee only admit of the most general classification. We will refer first to those bearing on domestic affairs, and then to others more directly concerned with what we may term our "foreign relations," i.e., with export trade.

First, then, with regard to domestic subjects:—

(1) **INSURANCE FOR REGISTERED MAIL MATTER**—We recommend to the Government that the English system of postal insurance be introduced into Canada. The representative of the Post Master General discussed the matter fully with us and informed us that the Government was already considering the partial introduction of the English system, viz: Of insurance up to \$25 per mail packet and if this were successful, of insurance to the limit observed in England, viz., \$600. The Government, however, has not yet arrived at a decision. We have to request, therefore, that this matter will again be urged on the Government and the attempt made to bring it to a successful issue.

(2) **FIRE INSURANCE**—The heavy increases in fire insurance rates in Canada have drawn protest from many of our members, and the matter was referred to this committee for attention. A sub-committee is now engaged in collecting information. We regret that we are unable to present the result of their deliberation to-day. Whatever it will be, however, will be at the disposal of our members through the columns of *INDUSTRIAL CANADA*.

(3) **INFORMATION ON THE STANDING OF FOREIGN FIRMS.**—In order better to answer the many enquiries coming to our office for information on the standing of foreign firms with which trade is to be opened, the following plan has been adopted after careful consideration. We have selected two of the most reputable mercantile houses abroad to furnish us the required confidential reports at a moderate charge. These reports are then furnished to members of the Association at a minimum rate. Once the reports are in our possession they are available for other members than those at whose instance they were originally secured at half the original cost. This arrangement has been of much assistance to many of our members who have been doing an export trade, and will, we are sure, be taken advantage of by others as occasion arises.

(4) **BETTER IMPORT RETURNS.**—Your Committee found it necessary to ask the Government for more speedy and better

classified returns, particularly of imports. Up to this time unrevised import statistics with a very inadequate classification appeared every three months. The Government recognized the importance of your committee's suggestion, and by centralizing much of the routine work of statistical tabulation was able to realize great improvement at Ottawa. Customs returns in place of being compiled at the various customs' ports are now collated by the Statistical Bureau at Ottawa.

The Customs Department now issues a monthly statement of imports and exports, fully classified as in the annual tables of Trade and Navigation. We commend this monthly publication to any of our members who are not yet acquainted with it. It is practically our only means of following closely the course of trade.

(5) **THE CENSUS**—Your committee had specially under its purview the industrial census. In its conferences and correspondence with Mr. Blue, the Census Commissioner, many changes in the schedules were suggested and adopted. One of the most important suggestions also adopted was for the appointment of specially qualified enumerators for the census of manufacturers. The co-operation of the Association was also pledged the census officials in the work of harvesting the information sought for. Your committee also urged that the actual as well as the legal population of the country should be taken. We have never yet had an accurate presentation of what our population actually is. A census of the domicile population includes probably many thousands and tens of thousands in New England, in Western United States, &c. The Government responded to this request by preparing a special schedule. What the result of this new schedule has been is not yet made public. The opinion is further held by your committee that the time has arrived for this country to place its census work upon a more satisfactory basis than at present.

(6) **MR. LARKE SHOULD RE-VISIT CANADA**—Your committee drew the Government's attention to the fact that Mr. Clarke, the Canadian Commercial Agent at Sydney, Australia, has not re-visited his Fatherland since his departure for Australia seven years ago, and represented that opportunity should be given him to return and inform himself carefully as to the industrial conditions here. We ask your endorsement of this practical request in order that the matter may be brought again to the attention of the Government.

(7) **CANADA'S REPRESENTATION AT THE INAUGURATION OF THE AUSTRALIAN COMMONWEALTH**—Your Committee passed a

resolution urging that Canada be represented at this ceremony by Sir Wilfred Laurier, or if not by him, by some other member of the Cabinet. The resolution was presented to Sir Wilfred by a special deputation to Ottawa. We trust that the worthy representation of the Post Master General at this function will be evidenced in future trade negotiations between Canada and Australia.

(8) **INFORMATION FOR THE VISITING JOURNALISTS.**—The visit to Canada of their Royal Highnesses and the distinguished journalists accompanying them was considered an opportune time by the Executive of the Association to supply the latter gentlemen with information on the industrial resources of Canada. Your committee accordingly prepared a handsome pamphlet of twenty-three pages, which was presented to the visiting journalists along with copies of the Dominion Year Book and the exhibition literature published by the Dominion Government. The pamphlet was also sent to all the daily newspapers of the United Kingdom, and to many of the journals of the sister colonies of South Africa and Australia.

(9) **A CANADIAN CONSULAR SYSTEM**—Repeatedly during the past year your committee has had brought to its attention important questions bearing on the export trade of Canada. Time and again the inestimable value of that trade to the country has been impressed on it and on the executive, as well as the wisdom of any policy tending to assist its development. At the same time it has been forced upon our attention that our shippers are handicapped in various ways through lack of organized commercial communication. There is no use closing our eyes to this fact. In the first place, Canada is not so well known in the world's markets as are her competitors. In the second place, we have no machinery for the securing of reliable and up-to-date information as to the needs of foreign countries such as is supplied bounteously to industrial interests in other lands. How these difficulties are to be met has been the problem before your Committee, and to-day we submit to your recommendation, which we trust you will take into your serious consideration as the most important single subject coming before the present Convention. Its significance for the country at large cannot well be over-stated.

At the outset let us be clear as to our position. We do not believe in relying too much on Government support or Government interference in trade matters. At the same time we feel that in a work of this particular kind success can be secured only through active Government co-operation. The practice of the whole world recognizes

the correctness of this attitude, and our own Government does not fail altogether in this respect. The Dominion already expends some \$18,000 on large commercial agencies abroad. It also provides for the distribution of information and the answering of certain enquiries through our Immigration Agencies, such reports being then printed and circulated in the monthly trade and commerce blue books. We do not underestimate these efforts but rather wish to bear tribute to the assistance they have already rendered our exporters. But much remains to be done. For example—some of our commercial agents only receive a trifling annual fee of \$250, and consequently, have most of their time and interest taken up with private business, which may, and too often does, conflict with their impartial representation of Canadian interests.

In the second place it is notorious that our present system of trade agents is inadequate and disappointing. In London, the heart of the Empire, we have been making use of the High Commissioner's Office, though this office is organized for political, rather than for commercial ends. The Canadian Section of the Imperial Institute in the same metropolis has also been of some service, but it is far removed from the business part of the city and is accordingly out of touch with actual business.

Further, as already pointed out, our representative in Australia has not been enabled to return and post himself on Canadian affairs during the past seven years and moreover is not provided with adequate allowance for travel, etc. Our representative in South Africa has also no allowance for travelling expenses and no salary, his total revenue being allowance for office rent. At home, reports on trade and commerce, such as exist, are not issued until some eight weeks after the close of the month to which they refer.

While we recognize then that work is being begun in the right direction, still we feel that active steps should be taken to make it efficient. We believe, in short, that the time has now arrived when Canada should be adequately represented in foreign countries, by permanent foreign offices, imitating in some respects, though not in its entirety, what is recognized as the most complete consular system in the world, that of the United States.

We recommend that the annual meeting endorse this decision, and that it press upon the Government the necessity of taking into its immediate consideration the establishment of a Canadian consular system. The term "Canadian consul" we believe more suitable for foreign use than the present term in vogue "commercial agent."

The Consular Offices we suggest should be established at the following places, which we name in order of their importance, subject to revision:

London, England.
Sydney, Australia.
Cape Town, South Africa.
Yokohama, Japan.
Kingston, Jamaica.
Paris, France.
Hamburg, Germany.
Rio Janeiro, Brazil.
Calcutta, India.
Shanghai, China.

The distribution of our representatives in this manner would practically cover the world. For example our Consul at Hamburg could keep more or less in touch with Holland and the Scandinavian States, Austro-Hungary and Russia, while our Consul at Kingston, Jamaica, would have an eye, not only to the British West Indies, but also to Central America and the North Coast of South America, which includes nearly all the South American Republics.

We have carefully estimated the cost of such a policy, and believe that it could be carried out in its entirety, for some time to come at least, at a total cost of not exceeding \$75,000, from which we may deduct \$15,000 or \$18,000 already expended on our commercial agencies.

In making the recommendation, we commend to your attention certain pertinent points relating to the establishment of this system.

1. That the posts should be graded according to their importance commercially, and consuls paid accordingly.
2. That Consuls chosen should be appointed for their seeming fitness for the position regardless of party affiliations.
3. That Consuls should be prohibited from entering into commercial or business pursuits, or enterprises of any kind entirely.
4. That it shall be the duty of the Consuls to provide weekly trade letters to the Home

Government concerning such items of trade and commerce bearing on conditions in any or all of the countries coming within their jurisdiction as may be of interest to Canadian industry.

5. That these letters and reports be embodied in the monthly reports, but that same shall be sent out as received weekly in the form of advance sheets, to such as may request them, freely, and without charge.

6. That the Home Office be so reorganized as to insure the proper and effective working of this system.

7. That all Consuls shall be loyal Canadians, who will have the interest of their country at heart, and will work hard for the advancement of her interests among the nations of the world.

In closing our report, gentlemen, we hope that this matter of a national Consular system will receive your careful attention. We believe it is a matter of the greatest importance for the future of this country. Your committee is convinced that there is no expenditure by the Government that would bring more direct and lasting returns than that providing for a well organized system as outlined. To recapitulate: The following matters we desire to refer for your special consideration: The question of Government insurance for mail matter, the visit of Mr. Larke to Canada, and the establishment of a Canadian Consular system.

All of which is submitted.

S. M. WICKETT,
Chairman.

Mr. Hees—I take great pleasure in seconding the adoption of the report of Mr. Wickett. The Canadian manufacturers will be a great deal benefited by the introduction of the suggestions set forth.

The President—Gentlemen, the adoption of the report of the commercial intelligence committee has been moved by Dr. Wickett, the chairman, and seconded by George H. Hees. Is it your pleasure that the report be adopted? Carried.

I have a telegram from Mr. Archie Campbell, chairman of our Railway and Transportation committee. He says: "Partners will not consent to my leaving here till to-morrow afternoon. Sorry cannot be with you to-morrow."

Mr. Campbell expected to have been with us in time to present his report, but in his absence I would ask the Secretary to read it.

RAILWAY AND TRANSPORTATION COMMITTEE

A. CAMPBELL, CHAIRMAN.

It was the subject of regret to all members of our Committee that the Chairman you elected a year ago, Mr. John M. Taylor, of the Dominion Radiator Company, was compelled to resign owing to absence from Canada for some

months. The present Chairman succeeded him in the month of May.

The matters brought to the attention of your Committee during the year have been many, some of which have been dealt with successfully.

We have striven, as far as was in our power, to avoid making the Committee a mere grievance section to assist in the presentation of every minor complaint to the Railway Companies, and have sought as much as possible to advance in a

bread way the transportation interests of your members by dealing with those matters of most striking importance.

The work may be briefly referred to as follows:

CLASSIFICATION.

Many of our members have communicated their special grievances to the Association. Your Committee gave these its utmost care, and selecting some of the most striking instances presented, asked for and secured an appointment with the Canadian Freight Classification Committee for discussing the changes desired.

Without going into detail your Committee asked:

(a). That a lower minimum carload weight be placed on pianos and organs from that of 20,000 lbs. previously prevailing. This really amounted to more than cost of shipment by open freight. As a result, the minimum weight was reduced to 14,000 lbs., with second-class rating.

(b). For a carload rate on bicycles, always before shipped as open freight. This was granted, and a satisfactory carload minimum provided.

(c). A reduction of the minimum carload weight on woodenware, which, at the present time is fully 25 per cent. above the capacity of the cars provided.

(d). That the classification of cased whisky be made the same as bulk.

These two last requests have not yet been acceded to.

CLAIMS.

At the same time the Committee took special pains to dwell upon the slow and unsatisfactory method of dealing with claims. Communications were sent to the Railway Companies, and replies received that the matter would receive their attention. Since then, however, we have had no intimation that it received any notice. Consequently, this point was strongly referred to in our report to the Government Railway Commissioner, Mr. S. J. McLean.

NOTICE OF CHANGE OF RATES.

Reference has often been made to the fact that changes in rates and classifications are often put into force without any notice from the Railway Companies to those who may be seriously affected and who might wish to oppose the changes.

Your Committee on investigation of this point brought out the fact that all changes in rates, classifications, etc., must be submitted to the Governor-General-in-Council for ratification before they were legal. The Honorable, the Minister of Railways in Canada, was therefore asked that all proposed changes in rates and classifications be submitted to your Committee before final ratification. The Minister graciously acceded to your Committee's request, and we believe that we had gained a point of considerable

importance in regard to fixing rates and regulations. During our experience, since the granting of this request eleven months ago, only one proposition has been submitted that had reference to an obscure piece of railway in British Columbia in which your members had comparatively slight interest. Since that time, no further matters have been brought to your Committee's notice.

We strongly commend this general meeting to instruct the new Committee to ascertain from the Department of Railways and Canals if it has kept its promise to the Committee or whether it be the case that Railway Companies arbitrarily change rates, etc., without submitting the same to the Government, as required by law.

NEW YORK CHARGES.

Some of our members pointed out that they had been subjected to vexatious and unnecessary delays and exorbitant expenses in their shipments via New York to sea-board. Your Committee took up the matter with the offending parties and is happy to report that substantial improvement has been noted in the manner in which Canadian freight has been handled by these agencies since that time.

CROW'S NEST RAILWAY.

Your Committee was asked to support the application of the Crow's Nest Railway Company for charter to the United States boundary. It felt that it had no special information on this subject and declined to express itself.

PREFERENTIAL TARIFF.

A resolution asked that preferential tariff be applied only to goods entering Canada through Canadian ports. Your Committee felt that a question of this kind should only receive attention at a large and representative meeting, and did not pass any resolution affecting the same.

SUBSIDY TO FRANCO-CANADIAN LINE OF STEAMSHIPS.

Similarly we were asked to express our opinion as to the advisability of the Government granting a subsidy to a line of steamships operating from Canada to France. As the Government had already acted with the facts before it, we did not feel called on to express any opinion.

LOCAL GRIEVANCES.

Special correspondence was laid before your Committee by representative manufacturers in Windsor and Walkerville, Ont., complaining of distributive rates to those points, as compared with Detroit rates. The facts bearing upon this, as far as presented to your Committee, were submitted to the Railway Commissioner, when in the City of Toronto.

RAILWAY COMMISSIONER.

One of the most important phases of your Committee's work was the preparation of a statement of special grievances of shippers in order to lay the same before the Railway Commissioner appointed by the Government. Your Committee, in the preparation of its report, dealt as far as possible only with transportation matters as affecting the Dominion, leaving any special local questions to be dealt with by local organizations, Boards of Trade, etc. The chief points to be emphasized were:

(a). Our opposition to the granting to competitive manufacturers situated in Great Britain and the Eastern States of better rates than given to Canadian manufacturers from important shipping points like Montreal and Toronto.

(b). Also certain injustices respecting classifications.

(c). The unjust operation of several local rates, as compared with through charges.

(d). The injustice of charging higher rates to Western Ontario shippers to the sea-board than is charged to United States shippers from Detroit and Chicago when their freight passes over the same lines.

(e). Finally, the unsatisfactory manner of dealing with claims.

This report was presented to the Commissioner in the presence of representatives of the Railway Companies and was thoroughly threshed out before the Commissioners.

OTTAWA FIRE.

The question of the relation of shippers, who lost property in the Ottawa fire a year ago was carefully considered with a view not only to this one particular instance, but others of a like nature.

Your Committee gave the matter careful attention and secured legal advice regarding the points involved, the result of the investigation being that the law as it stands at present provides that when any damage occurs in transit, which cannot be said to have arisen from any negligence or omission of the Company or of its servants, the Company may, by the use of apt language, contract itself out of liability, and this is done in the special contract under which shippers send their goods. Consequently, as the law stands at the present time, your Committee finds that shippers cannot collect damages for loss unless the same can be shown to be the result of negligence of the Company or its employees. But two things then remain to be done if shippers desire to be relieved of all risk in the safeguarding of goods in transit.

First,—Individually insure goods so shipped in such a way as to cover all losses that may be possible.

Second,—To induce the Railway Company to extend its present insurance policy, which protects it against losses which are the result of negligence of its own employees to cover all loss of any kind in transit. Whether this is possible of accomplishment or not is for you to judge to-day. Either the Railway Company would have to be approached with a view to having it assume this responsibility or the Government of the Dominion of Canada would have to be asked to pass legislation covering the question of the liability of Railway Companies for all losses in transit save that due to the negligence of the shippers themselves.

The Committee leaves this open for your discussion to-day.

LOSSES IN OCEAN TRANSIT.

The attention of your Committee has been directed by certain members to heavy losses involved in ocean shipping through rough handling of the goods consigned. We have not been able to investigate fully how far this complaint is general and is justified. It is a matter on which we require further information. In the meantime, we recommend all shippers suffering loss in this way to insure under the "All Risk Clause," whereby they are absolutely guarded against losses of any kind, and it is left for the Insurance Company to discuss with the Steamship Line whether the loss was one for which they were responsible or not.

STEAMSHIP SERVICE TO SOUTH AFRICA AND AUSTRALIA.

At several times during the year we were asked to pass upon the advisability of the Government assisting in the establishment of a direct line of steamships that would operate from Eastern Canadian ports to South Africa and Australia. We hesitated to deal with an important matter of this kind, involving public policy until an opportunity was presented to test the feeling of our members. We have now, however, investigated the subject and considered the total volume of freight now moving through United States channels to these colonies, and we now recommend for your consideration the adoption of the following resolution which covers the point at issue.

"WHEREAS, the manufacturers and exporters of Canada now carry on a steadily growing business with our two sister colonies of Australia and South Africa much of which is shipped via United States ports with the consequent bonding, storage and transfer charges,

AND WHEREAS, This trade would be largely augmented under conditions affording more direct, simple and economical transportation,

AND WHEREAS, Both colonies might be served by one line of steamship.

BE IT RESOLVED, That in the opinion of this Association, the time has now arrived when the Government of the Dominion of Canada should assist by a subsidy a line of steamships that would operate from the ports of Eastern Canada to South Africa and Australia,

AND BE IT FURTHER RESOLVED, That the Government be at the same time asked to retain such control over the freight rates as may be necessary to prevent the manipulation of freight charges over such a line by any shipping ring.

RE EXPORT SHIPMENTS.

Your Committee has during the past year carefully considered the possibility of improving and cheapening the facilities at the disposal of Canadian manufacturers who do an export trade. As a great deal of this is now done through New York, where vexatious delays and costly storage charges are often involved, your Committee has considered that by collective action we could greatly improve the facilities at the disposal of our manufacturers. We have already communicated with many of the largest and most reliable shipping firms in New York, with the result that we now recommend that arrangements be made with one of these firms to be afterwards determined by your Committee. That these arrangements entitle our manufacturers to the best contract rates available through the firm with which we are connected; that they give every attention to the prompt despatch of our shipments; that the charges be fixed and agreed upon, and that in return the Association recommend all its members who have not satisfactory connections to use the firm decided upon. This would give each member the advantage of the contract rates of any of the large firms, and would at the same time strengthen our position, inasmuch as the Association could transfer its arrangement if satisfactory accommodation was not provided. We recommend this policy and suggest that the Committee next year take immediate steps to put it in operation by selecting a suitable firm.

RAILWAY COMMISSION.

Your Committee also recommends that this Association do now place itself on record as in favor of the appointment by the Dominion Government of a permanent Railway Commission with stipulation that sufficient provision be made to secure the best men available, to provide sufficient remuneration and to furnish a sufficiently numerous and competent staff. Also with the further condition that full and sufficient power be placed in the hands of the Committee to enable it to deal authoritatively with important rail-

way grievances when these are submitted.

TRANSPORTATION PROBLEM IN GENERAL.

In conclusion we desire to impress upon our members the importance of the transportation question. What we need most in this country is cheap transportation, and if we can adopt any system by which the products of our manufacturers as well as the farmers can be transported at a lower rate we will confer upon them a great advantage.

In this connection your Committee desires to express its approval of the course of the Government in improving the terminal facilities of the Port of Montreal, as well as improving the entrance to the Welland Canal at Port Colborne.

When these improvements are completed we believe the cost of transporting the products of Canadian farms and Canadian manufactures to the seaboard will be considerably reduced, and at the same time a very much larger volume will go down to the sea via our own Canadian route—thus building up our own seaports and at the same time greatly stimulating the shipbuilding in Canada.

A. CAMPBELL,
Chairman.

The Secretary.—It is a matter of deep regret to Mr. Campbell, I am sure that he is not able to be with us to-day. This report, which I have just read to you is the result of his work. He is deeply interested in it, and would have been pleased to have been with you to-day, to discuss some of these points. It is only very pressing business that has prevented his attendance.

Mr. J. M. Taylor.—I have much pleasure in moving that the report of the railway and transportation committee be adopted.

Mr. W. K. George.—I will second the motion.

The President.—The report is now open for discussion. First:

CLASSIFICATION.

Mr. W. H. Rowley.—There are two things there; woodenware and whiskey. I am interested in both, particularly in woodenware. I would like to ask what has been done with reference to clause C. I would like to know whether any headway has been made or not—whether we have made any headway in the matter of bulky goods being placed at a minimum rate which it is utterly impossible to put into an ordinary thirty-five or forty-foot car.

The Secretary.—We met the classification committee, in connection with this, and have discussed these points. No

change was made. We have brought it up once or twice since, but we have had no satisfaction. We therefore laid the matter before the Government Commissioner, placed before him information on a very considerable number of cars, with the particular number of each car, its destination, where they were shipped from, and its exact weight. It is in his hands pending a report to the Department of Railways and Canals for action when the report is submitted.

Mr. Karn.—I just wish to make a remark here. In section A of the classification it says: "That a lower minimum carload weight be placed on pianos and organs from that of 20,000 lbs., previously prevailing. This really amounted to more than cost of shipment by open freight. As a result, the minimum weight was reduced to 14,000 lbs., with second-class rating."

Now, where it says the minimum car weight placed on pianos and organs had been reduced from 20,000 to 14,000 lbs., my experience in this is that we can still ship to-day just as cheaply one single piano or one single organ as we can if we have a carload, because when they give you 14,000 lbs., they put the goods in the second-class, which is a great deal higher. We are then where we were before; we get less weight but the rate is higher, so that it practically costs the same amount of money.

Mr. W. H. Rowley.—They have reduced the minimum, but altered the classification.

Mr. T. G. Mason.—I may say in reference to Mr. Karn's remarks that the Canadian Pacific Railway tried that game on us last year to their disadvantage. We shipped a carload of pianos to Vancouver, and they put them in under second-class classification. The result was that the pianos were exposed to the frost, which laid hold of the polish on the cases. Ten of these pianos had to come back at their cost. They did not make much out of the operation.

CLAIMS.

The President.—The clause respecting claims is now open for discussion. A complaint has been placed before the commissioner. Awaiting his report we cannot do anything at present.

Mr. W. H. Rowley.—I do not like to be always on my feet, but it seems to me that something ought to be done about this.

The President.—The complaints were of the slow method of dealing with such claims. This was laid fully before the Government commissioner—he will deal with it in his report to the Department of Railways and Canals.

Next is notice of change of rates. You are aware that the railway companies have made these changes without the proper endorsement by the Governor-in-Council,

I understand it is the wish that the committee should go fully into the matter and ascertain if the Government are carrying out their promise to advise us first before such changes are permitted to be put in operation.

New York Charges.—By referring to the report you will observe that the committee took the matter up with the offending parties, and are able to report that substantial improvement has been noted in the manner in which Canadian freight has been handled since that time.

PREFERENTIAL TARIFF.

The President (continuing).—The preferential tariff. The resolution asked that the preferential tariff be applied only to goods entering Canada through Canadian ports. Your committee felt that a question of this kind should only receive attention at a large and representative meeting, and did not pass any resolution respecting the same.

Mr. McNaught.—I am sure, Mr. President, that I feel it would be unwise to take up the time of the meeting to-day with a discussion of this subject. I think we ought to discuss it at a special meeting. It is a big question, and I know that it is one of those very difficult questions, and I therefore move that it be allowed to lie over for another meeting.

The President.—We will allow it to lie over for another meeting.

The next item is the subsidy to the Franco-Canadian line of steamships. As the Government has already acted in the matter it is not necessary for us to discuss it, unless some member wishes to address the chair upon this question.

Mr. W. H. Rowley.—What has the Government done?

The President.—The Government has granted a subsidy of \$100,000 a year for a line of steamships plying between France and Canada.

Mr. Mason.—Would it be consistent for this association to extend the operations for subsidizing other lines to ports or countries where the communication is so uncertain. I don't think that with all our legislation any very important benefit will accrue to exporters, unless there is a regular system of communication established with the ports and countries where we wish to trade.

The President.—A little further on we have a resolution bearing on that. We will now pass on to the local grievances. These have been laid before the railway commissioner.

Question.—Have you heard anything from them at all?

The Secretary.—The report of the railway commissioner has not been presented to the Department of Railways and Canals. It is in course of preparation, and we have no information on it as yet.

The President.—The next item reviews

the several matters laid before the Government commissioner by your committee, who will continue to devote their attention to these important matters.

OTTAWA FIRE CASE.

The next item is the Ottawa fire. The report states that we must either individually insure goods to cover all possible losses, or second, or induce the railway companies to extend their present insurance policy to cover loss of any kind occurring in transit, or ask the Government to pass legislation rendering the railway companies liable for all losses incurred in transit other than losses due to negligence of the shippers themselves.

Mr. W. H. Rowley.—It seems to me, Mr. Chairman, that one of these courses ought to be adopted at once. We were very heavy losers by the Ottawa and Hull fire, not only of our plant and works, but also to the extent of about sixty car-loads of goods destroyed, for which we have not got any return whatever. The ground taken is that this fire was an act of God—or the devil—that is, it is an extraordinary thing. It seems to me that either one or the other, or perhaps both of the suggestions here ought to be carried out. And we would like, as heavy sufferers from the fire to impress upon the manufacturers that in their own interests something of this sort ought to be insisted on. Any one here is liable to the same losses and inconvenience as the sufferers in the Ottawa and Hull fire. If the railway companies are not responsible it seems to me that the Government ought to institute special legislation that will make them responsible, so that a railway company should get a policy that will cover such losses. All they have to do is to pay a slightly larger premium to the insurance companies, to guard them against conflagration.

Mr. McNaught.—You want to ask the companies to do something that they do not want to do. I think the only thing you can do is to ask the Government to legislate so that they will be forced to pay for losses of that kind. I do not see why the Government should not make an identical contract for the railway companies and the insurance companies. In fire insurance or in life insurance they are not allowed to make any difference in their policies, the same should apply to shipping bills. I would move that the second recommendation be put in force.

Mr. Birge.—I have much pleasure in seconding the motion. It is a very important question, and one, I think, that ought to be dealt with immediately. I think it would be well to have it referred to the railway and transportation committee to act upon and secure legislation at once, that is, that the Dominion

of Canada Government be asked to pass legislation covering the question of the liability of railway companies for all losses in transit, save that due to the negligence of the shippers themselves.

Mr. Braidwood. — Mr. Chairman, should not that resolution be made to include all public carriers?

Mr. McNaught.—Yes.

The President.—Mr. McNaught's motion is carried.

LOSSES IN OCEAN TRANSIT.

With regard to the losses in ocean transit, I judge that the committee will pursue the matter further.

Mr. A. Saunders.—I would like to ask if the members present have had such losses occur owing to loose handling. We have been shipping thirty-three years constantly. Last year, we had half a dozen complaints, and before that we had only one about the arrival of goods in bad condition.

The companies explained the matter stating that the Government took their best ships for transport, and that they could not handle freight quite as well as usual. I would like to ask if any member here has suffered similarly?

Mr. Karn.—We insure against all risk of damage, so that we never suffer at all; the claim, whatever it is, is paid by the insurance company. We insure them where they are arriving, so that the inspectors can see what the damage has been, immediately on arrival.

The Secretary.—I may say that our committee found that it was by far the best way—to insure under this all-risk clause, not only because you get the losses made up to you at once, but because the insurance companies have the machinery to follow up claims properly. If any losses are sustained, they go before the shipping companies and see whether the goods were properly packed in the first instance, and if they were they make the steamship companies responsible.

LINE TO AFRICA AND AUSTRALIA.

The President.—The next item that we have to deal with is steamship service to South Africa and to Australia. The matter has been very fully considered by the committee, as you will observe from the report.

Mr. Thorn.—Those of us who have been doing an export business with South Africa, through the port of New York, are certainly very well aware of these vexatious delays that occur in getting shipments forward. In our experience shipments lie there usually a month, and it is only after the United States exporters have been accommodated that we are able to get the necessary space. This operates certainly to the disadvantage of Canadian exporters, and it is a very important thing, I think, that steps should

be taken towards having a direct line of steamships from Canada to South Africa; so that I am in accord with the resolution mentioned in this report, and further, I would like to see an improvement in the C.P.R. service between Vancouver and China and Japan. In my opinion, there are not sufficient vessels; freight is frequently left on the docks and cannot be forwarded for a considerable length of time. This is a very serious matter, because the distance is great. Goods wanted in a hurry are frequently cabled for, and it is a serious matter to have them lying in Vancouver a month or so before they can be sent forward.

Mr. A. Saunders.—In regard to shipment by Vancouver, recently the C.P.R. have made me a better rate than New York. I have avoided the delay, usual at New York, and have a rate cheaper than New York by ten per cent.

Mr. G. H. Hees.—What rate are you paying now, if you are not exposing a secret?

Mr. Saunders.—Well, it is a better rate than twenty-five shillings from New York. I am getting a better rate from Goderich than I was from New York to Australia.

The President.—The members will be pleased to learn that there is a gain in time and a cheaper rate.

Mr. H. Cockshutt.—I do not think it policy to advocate special lines yet, I believe a great many shippers have instructions from buyers how to ship; they have to do it that way. I know in our business we are instructed by the buyers which way to ship, and it would be impossible to recognize any other way. Would it be wise to petition the Government to have steamships run direct, and then not patronize them?

Mr. Thorn.—If I might be allowed to speak again in reply to the gentleman who has already spoken, I hold in my hand, with reference to the shipments we have for Japan at the present time, a telegram in which the C.P.R. say that they cannot take it till the 16th of December. It is the 6th of November now. Also the rates in my experience to Japan are higher from Vancouver considerably than they are from New York.

Mr. Saunders.—The C.P.R. gave me a rate away better than New York, and I have never had any instance of delay. They notify me in time to get my shipment forward by a certain steamer. I think we ought to do all we can to encourage the home line. (Hear, hear). We are building up in New York a number of houses who are carrying on business there at our expense. They only send our orders when they cannot send theirs.

The President.—At some expense we had the matter investigated at New York, to what extent Canadian goods were go-

ing through that port, and we found that there was sufficient going through the port to warrant us in making this application. We considered it was of equal if not greater importance to subsidize a line to South Africa and Australia, than to France.

Mr. Bertram.—Would it not be better to have a direct line running from Montreal or Quebec than that we Canadians should be obliged to send our goods to another part of the Empire by New York? We can save a large amount of money by sending our goods by a direct line from Canada. I hope something definite will be done for Canada.

The Secretary.—The only way to get information as to the volume of Canadian freight going through New York to Australia is by taking it from the ships' manifests. We employed a clerk to go over the manifests at New York for six months. This gave us the number of packages or cases and what the articles were. With that information, we estimated the average size and weight of the cases, and based on that, found that during the six months under review about two thousand tons per month of Canadian freight had been shipped through the port of New York for Australia alone. If we add what is going to South Africa, and what will be going in the shape of supplies of one kind and another for the army, this would likely be much increased. In view of this, our railway and transportation committee felt justified in laying before you this request that the Government should assist such a line by subsidizing it.

Mr. Munro.—Might I add a word? I might say that in respect of shipments to Australia, all the shipments of our company are made through London. We find it decidedly cheaper if we ship direct to London.

This resolution was adopted.

EXPORT REPRESENTATIVE.

The Secretary.—I do not know that I can add much to what is contained in the report. It is simply that the committee has considered the possibility of improving the facilities at the disposal of Canadian manufacturers, who do an export trade. We find that they go to New York, as has been stated by Mr. Thorn, and lie on the docks until the freight of the United States firms has been accommodated. In fact, we have instances where Canadian freight has been taken out of the hold of a vessel, and replaced by United States goods.

The proposal is to arrange, through the Association, with a strong New York shipping firm having contracts for all the leading ports of the world. If we arranged with such a firm and advised our members to send all their shipments through that one establishment, they would give us the advantage of their

\$11,041 60



ROYAL ARCH ERECTED BY THE TORONTO MANUFACTURERS IN HONOR OF THE VISIT OF THE DUKE AND DUCHESS OF CORNWALL AND YORK, TO TORONTO, OCTOBER 10TH AND 11TH, 1901.

BALANCE SHEET JULY 31st, 1901.

ASSETS.		LIABILITIES.	
Fees Unpaid	\$61 00	Fees paid in advance.	
Furniture as per Inventory	\$827 00	1 @ 8	\$ 8 00
Less 15% depreciation ..	124 05	4 @ 7	28 00
	702 95	9 @ 6	54 00
Stationery and Office Supplies	116 00	17 @ 5	85 00
Advertisements as per contracts		18 @ 4	72 00
Industrial Canada	\$114 00	348 @ 10	3,480 00
Trade Index.....	7,010 00		\$3,727 00
	\$7,124 00	Accounts payable Trade	
Order from Department Trade and		Index	\$3,820 00
Commerce, Index	100 00	Miscellaneous.....	335 69
Cash in Bank.....	337 14		\$4,155 69
	\$8,441 09	Balance (Income from Index).....	558 40
			\$8,441 09

GEORGE BOOTH, Treasurer.

Toronto, Nov. 4th, 1901.
To the President and Executive of the
Canadian Manufacturers' Association:
Dear Sirs,—We, the undersigned, beg to
advise you that we have carefully audited
the books of the Canadian Manufacturers'

Association for the year ending July 31st
last, and find same correct. Yours very
truly,

JNO. M. TAYLOR,

J. K. EVANS,

Auditors.

THE SECRETARY'S REPORT.

T. A. RUSSELL, SECRETARY.

A year ago it afforded your secretary
much pleasure to render the first annual
account of his stewardship to what then
seemed a strong and representative or-
ganization.

MEMBERSHIP.

Our membership had increased from
135, at the beginning of that fiscal year,
to 342, an increase of 250 per cent. To-
day it is a correspondingly greater plea-
sure to report to an association, whose
membership has again increased from
the 342 of last year by another 250 per
cent. to its present membership of 830.

While increases in our membership
have been during the year some 503, the
withdrawals have been only some 15.
These were accounted for in most cases
by the amalgamation of interests, and by
withdrawals from business by firms con-
cerned. But the limit of our member-
ship is not yet reached, and I firmly be-
lieve that the promise made to your
Executive Committee, early in the pres-
ent year, that the membership would
reach 1,000 before its close, is probable
of accomplishment.

MEETINGS.

During the year your secretary has at-
tended in official capacity upwards
of one hundred meetings of manu-
facturers, through the regular committees
of the association, meetings of sections,
branches and other special work.

The meetings of the leading com-
mittees during the past year have been
as follows:

Executive Committee	13
Railway and Transportation Com- mittee	7
Industry and Membership Com- mittee	7

Tariff Committee	5
Commercial Intelligence Committee..	5
Parliamentary Committee	12
Reception Committee	6

Forty-three of which meetings were
attended by your president. The next
most regular attendant would appear to
be Mr. W. K. George, who was present
at twenty-three meetings.

The work of the association has been
fully covered by the president's address,
the treasurer's report, and the reports of
other committees. It remains but for
your secretary to sum up a few features
in connection with the work of the as-
sociation as appearing from the inside
workings of the office.

FINANCES.

First, we would point out that your
committees during the past year have
striven always to keep in mind the
necessity of conserving the financial po-
sition of the association. At the beginning
of our present year, we have seen by
the treasurer's statement, over \$500 to
our credit, and that total revenue derived
from the full membership of 850 was to
be used at our disposal for the carrying
on of the important work of the associ-
ation during the year. How important
this financial strength is all of you will
recognize.

OFFICES.

There have been references already
made to the offices of the association. I
wish only to point out what perhaps
everyone present has not had the oppor-
tunity of knowing, that we have now
a splendid library of current trade liter-
ature in our offices available for the use
of our members. Some eighty publica-
tions are regularly received and placed

Mr. Geo. Booth.—I move the adoption
of the report.

Mr. McNaught.—I will second it.

Mr. Ellis (Port Dover).—I would like
to request that the first paragraph
of the report be read over again.
It is the remark with reference to
the protective policy. That is a
matter of opinion, and on that account I
cannot endorse the paragraph. How do
you know that a protective policy is a
better policy?

The President.—I suppose as a matter
of history the protective policy was
adopted, and that this association took
an active interest in supporting it. The
treasurer is not dealing with that to-day,
just simply recording past history. As a
matter of history, I presume you will
admit that it is correct, without endors-
ing or condemning the policy—simply as
a matter of history. Report carried.

on file at our offices. They are carefully
read, and every article likely to be of in-
terest or value to any one of our mem-
bers is marked, filed and indexed for
future reference. We keep also on file,
by countries, information coming from
any source, so that this may be available
at a moment's notice. We have arranged
a filing system for the catalogue of our
members, so that visitors may gain from
a visit to your association offices an in-
troduction to the goods of almost every
one of you. We have endeavored to ac-
cumulate a considerable library of Gov-
ernment and other publications, of direc-
tories and other material that is daily
in demand by manufacturers. To
illustrate what this means, I may say we
have an average daily mail of at least
fifteen letters from our members, asking
for information in one of the several
lines of business. In most cases I am
glad to say that this is answered prompt-
ly, and, I believe, satisfactorily.

ENQUIRIES FOR TRADE.

We have arranged with the Canadian
Government Agents abroad, and through
numerous other channels, to direct en-
quiries to Canada. Our advertisement
stands in several important trade jour-
nals abroad, stating that any informa-
tion about Canadian manufactured goods
may be had on applying to our office,
and there is scarcely a foreign mail from
any civilized portion of the globe that
does not bring an enquiry of some kind
for some class of article. These are
promptly sent to such of our members
as we believe they will interest, and are
subsequently published in "Industrial
Canada." This work of furnishing in-
formation, answering enquiries, and
carrying on correspondence relating to

foreign trade enquiries, has the constant attention of one person, who devotes his whole time to this work in the office.

In addition, you have already been informed that we are in a position to secure reliable, confidential reports on the standing of foreign firms for any of our members at the minimum of cost. This has in many instances enabled us to materially assist those to whom our enquiries were sent.

TRADE INDEX.

My report would not be complete without reference to the Canadian Trade Index, prepared and issued by the association. You all are aware of its scope and its purposes. While got out entirely for the purpose of advertising the goods of our members to one another, you will be glad to know that it will result in a neat balance of \$500 to the credit of the association, and let me say, that I do not believe there has been any one work undertaken by the association that has been productive of more good in the way of advertising Canadian products abroad than this one publication. Already some 10,000 copies have been distributed outside of Canada, and every mail brings enquiries from abroad as a result. We have received numerous enquiry forms removed from it, asking for more specific information on certain lines, and we know of scores of direct enquiries that have gone to our members as a result of its distribution. That it was successfully carried out, and has resulted so well for the interests of our members, must be some satisfaction to this Annual Meeting, as its publication was decided upon at our annual gathering last year.

INDUSTRIAL CANADA.

The other point to which I would refer is the preparation and issue of "Industrial Canada." Beginning with a small issue of eight pages, some sixteen months ago, it has gradually grown to four times its original size. Its aim is to convey to our members as full and accurate information about all that transpires in our various meetings as is possible. We believe that in this way each member can keep as closely in touch with its work, as if he were able to attend all the sittings of its committees. We wish you, gentlemen, to look upon it as a monthly letter addressed to you, to read it with care, and to favor us at any time with criticisms or suggestions as to lines upon which it can be improved or extended. Remember, the paper is yours, the committee in charge and your secretary are called upon to administer it in such a way as will best result to your advantage.

THE WORK OF COMMITTEES.

I have only to add my word of testimony to the public-spirited work of the

men who have served on the committees during the past year, and through whose efforts the association has attained its present strength. Without their untiring and enthusiastic support, our last year's successes would have been impossible. To those who will be appointed by you to-day to carry on this work for the coming year, I would say that it is our hope to make the work as light as possible for our committeemen by having prepared beforehand careful statements of the matters under discussion, so that their time will be saved just as far as possible.

SECRETARY.

In conclusion, I would say that your secretary has special opportunities of coming in contact with every phase of Canadian manufacturing activity. One day it is a meeting of agricultural implement men, the next of woollen manufacturers, oatmeal millers, or some other branch, one day it is the handling of some branch of export trade, the next a trip to Ottawa to represent the interests of the manufacturers as a whole. The work is yet, however, in its infancy, and I confidently believe this association will come to wield an increasing influence on all the great commercial questions of the day. My belief is that no body of men have a deeper interest in the country or its progress than the manufacturers, and none should have a greater influence, and that influence will take form and express itself through the medium of this association.

T. A. RUSSELL,

Secretary.

Hon. Mr. Rolland.—Mr. Chairman, I would move that the secretary's report be adopted.

The President.—Time will not permit me to review the vast amount of work that has devolved upon our secretary, and the very able manner in which he has attended to our business during the past year. All matters coming before the association are thoroughly examined before being laid before any of the committees. We do not wish the work of the committees to be so burdensome that the voluntary services of members serving the association will seriously trespass on their business time. By the secretary thoroughly preparing the matter beforehand we will continue to interest our members in the work of the association, and benefit by their good judgment, and not discourage them from devoting some portion of their valuable time to committee work.

AMENDMENTS TO THE CONSTITUTION.

Under this head, Mr. Thorn moved the adoption of the amendments proposed by the special Committee on the Constitution, with the exception of that one which read:

"Add under the present heading 'Fees,' the following: Additional representative from a firm or corporation shall be admitted to full privileges of membership on payment of a fee of five dollars per annum!"

A long, interesting discussion, in which everybody in the room took part, followed. It is not possible to reproduce it here. The points of discussion were as to whether the membership should be by individuals or by firms, whether more than one member from a firm should be admitted or not, and if admitted whether the firm should have only one vote, or more than one, whether there could be any difference in the status of members or not, etc.

The result of it all was that all the amendments proposed carried, save this one, which was referred to the new Executive Council, with power to dispose of it. The amended Constitution is given in full on another page.

NEXT PLACE OF MEETING.

Mr. Birge.—The next meeting is a long way off. Circumstances may arise which would make it necessary for us to hold it at some place other than what we would deem advisable to-day, and I therefore move that the matter be left in the hands of the Executive Committee.

Mr. Thorn.—I will second the motion, and I would like to say that I hope that the meeting may be held in Quebec, Halifax or St. John, somewhere east.

Hon. L. M. Jones.—As a western man, I would be glad to see the meetings of the association as wide as the membership. Without wishing to influence the members of the Executive Council by making any suggestion that will not be in the best interests of the association I think that it is the feeling of the majority of the members that we should go further east. It would be in the interests of the association. Let us go down east and warm up those eastern men. It is not very many years ago when you went down there to talk business with them, they referred to you as "You Canadians," now, I would like to go down there and say "You Canadians." The result of our meeting in the east will be that when we meet further west in time to come there will be a greater representation from those eastern cities that will come and attend our meetings. What we want to do is go down there, and get them interested in what we are doing. I believe that a great good will be brought to the association, the western men ought to make some sacrifice to bring about that end, and I believe they will, when they consider the question between now and next meeting. I am of opinion that the meeting should be held in the east.

Mr. Joshua Peters.—I think that is quite right. I was under the impression that the meetings would be always held

in Toronto, or away west out of our reach altogether, and that being the case it was no good for us to join the association. I do not hesitate to say that there are lots of manufacturers in the east who are the same as I was. If they knew that we took such an interest in the things of the east, and that we would hold meetings there, I am sure that they would join us. I am decidedly of the opinion that to hold a meeting in Quebec, St. John or Halifax or some other eastern city would be a good thing for the association.

Mr. Rowley.—As a "blue nose," who has lived thirty-two years in Western Ontario, I quite agree with what Mr. Jones has said. I think that we want to get down east as far as we can.

The motion carried.

ADDRESSES IN FRENCH.

Mr. Sadler.—I would like to suggest that the very excellent address of our President that we had the pleasure of listening to last evening, should be translated into the French language, and published in pamphlet form. It would have a great effect upon the French manufacturers. I think that the address of Mr. Alexander should be also printed in French.

Hon. L. M. Jones.—The number of copies of these addresses that would be required would be large, and I think that members should be able to get such copies as they might require. I would suggest that the secretary send a circular letter to the various firms asking them if they desired any extra copies, and if so how many.

Mr. T. Roden.—I second the motion.

The President.—The motion together with the suggestion that the secretary send out a circular letter in order to find out the number of extra copies required is carried.

CANADIAN EXHIBITION.

Mr. Thorn.—I desire to move, seconded by Mr. Robert Munro, that

WHEREAS the report of the Industrial Exhibition Committee has shown that the bringing together and exhibition of the manufactured goods of our Dominion not only has a good effect on the manufacturers themselves, by enabling them to compare their products with those of their chief competitors, but it does much to impress the public with the fact that articles of Canadian manufacture are fully equal, if not superior, to similar goods from foreign countries.

AND WHEREAS, These exhibitions offer an opportunity to visitors from other countries of seeing the resources of Canada in such a shape that they are enabled to carry away an excellent impression of our capabilities,

AND WHEREAS, These exhibitions have often been the means of opening up trade relations with this country in lines that had never been exported by our manufacturers before,

AND WHEREAS, It is highly important that the people of this Dominion, and of other countries, be given an opportunity of seeing for themselves a thoroughly comprehensive and representative exhibit of Canadian manufactured articles, the great variety, extent and excellence of which they have but little conception,

THEREFORE, BE IT RESOLVED, That the Canadian Manufacturers' Association in annual meeting assembled, hereby pledges its hearty support to a Canadian Exhibition, and authorizes the Executive Council to take such steps as it may deem desirable to carry out the wishes of the association in this respect.

Mr. Munro.—The resolution, as we have put it before you, embodies only the principle, the place and time are entirely open. The question is simply whether it is not desirable that at some early date a Canadian Exhibition should be held, illustrative of the Canadian products.

Resolution carried.

SHIPBUILDING.

Mr. J. P. Murray.—I have much pleasure in offering the following resolution:

WHEREAS, The present ocean steamship service being most inadequate for carrying the freight of Canadian industries from Canadian ports, to its destination across the sea,

AND WHEREAS, The Governments of Canada have expended very large sums of money, given away extensive tracts of land, and granted great privileges in the building of railways and canals necessary to bring freight to tide-water,

AND WHEREAS, Canadian ports are suffering for want of a satisfactory ocean freight carrying service,

BE IT RESOLVED, That the Canadian Government be memorialized to give such encouragement, whether by bonus on tonnage or otherwise, to the building in Canada of ocean steamships as shall warrant capital entering into this industry.

Mr. Mason.—Does that mean that the ships subsidized would be used for Canadian produce?

Mr. Murray.—It is to get the ships built first, and then talk of carrying produce afterwards.

Mr. Munro.—We have a very much needed resolution here; we need the ships on our waters, particularly our inland waters. It appears to me that there is a much greater pressure upon us to find more Canadian vessels than to be giving our traffic to foreign ships.

Mr. Thorn.—That points to the fact

that our shipping facilities are at the present time inadequate, but I really fail to see how the building of ships in Canada is going to help our export shipping facilities. I would rather see the Government subsidize additional ships. It seems to me that as our export shipping facilities are not adequate to our needs that we can get over the difficulty better by subsidizing more ships than by building ships in Canada. I really fail to see how the building of ships in Canada is going to help our shipping facilities.

Mr. Murray.—I do not think Mr. Thorn's objection well taken. This resolution is to encourage the building of ships in Canada. The Government has already bonused the production of iron, and things of that kind, and has gone to enormous expense building railways and canals and other things to bring our freight down to tide water, and there it is left. If we could get ocean vessels built, they will take care of that.

Mr. W. B. Tindall.—I have much pleasure in seconding the motion. I think it is a resolution in the right direction. There are several firms that have spent large sums of money in the establishment of plants for the construction of ships. If they can build inland ships, I see no reason why they cannot build ocean vessels, too. Now, there is another thing that I think should be incorporated in that resolution, and I would urge upon those gentlemen who are closely in touch with such matters to make a note of it. I refer to the terminal facilities at our harbors. If there is one thing more than another that has tended to keep back shipping it is the slow terminal facilities at our ports. If there is any one thing that is going to help us more than another it is cheap transportation. Now, if the vessel is going to be delayed four or five days where she should only be ten hours, it means this, that the vessel is lying idle at an expense of one hundred to one hundred and twenty-five dollars a day, when her load ought to be out, and she should be on her way back for another cargo. It is for everyone interested to use their influence with the Government that the terminal facilities shall be equally as good as those of our neighbors to the south.

The President.—Is it your wish that inland ships be added to this resolution?

Mr. Rowley.—I do not think it is necessary, I think the answer that the Government will give you is this—without any assistance at all Ottawa has more tonnage than any other city in the Dominion, and they get no assistance from anybody.

The President.—I would suggest that this matter be referred to the Railway and Transportation Committee.

(The President's suggestion that the

resolution be sent to the Railway and Transportation Committee was adopted).

Mr. McNaught.—I have a resolution moved by myself, and seconded by Mr. W. K. George.

PREFERENTIAL TRADE RELATIONS.

WHEREAS, The union of the Australian colonies into a great Federal Commonwealth has brought that country under the operation of a common tariff;

AND WHEREAS, This Confederation will necessitate the adjustment of the tariff relations which have hitherto existed between this country and the various colonies of Australia;

AND WHEREAS, The peculiar conditions, which at present obtain throughout the Empire generally, render the time particularly opportune for the negotiations of preferential trade relations amongst the great British self-governing colonies.

THEREFORE, BE IT RESOLVED, That, in the opinion of this association, the Government of Canada should at once take steps to secure reciprocal preferential trade between this country and the

AUSTRALIAN COMMONWEALTH.

AND BE IT FURTHER RESOLVED, That this association place itself on record as being heartily in favor of reciprocal preferential trade between Canada and every part of the British Empire, with which arrangements can be effected to their mutual benefit, and by means of which each would receive substantial advantage as a result of its national relationship.

I do not think that this requires very much comment. Canada has been giving to the Colony of New South Wales a concession of tariff not given to any other part of Australia. Now that the colonies have federated this is an anomaly that must be corrected right away. The time is opportune, therefore, for our Government to say to Australia, "we are prepared to enter into preferential trade with you if you are."

Resolution carried.

THANKS TO THE TREASURER.

Mr. Wm. McMaster.—I have a resolution, Mr. Chairman, which is a very pleasant one for me to put before this meeting. The suggestion in the resolution is to express in a practical way to some extent, our appreciation of the services of one of the old guard, I refer to our honorable treasurer, Mr. Booth. (Hear, hear).

We all know that in an organization of this kind, there is a large amount of work to be done, and that it has to be done by a very few people. Mr. Booth has been standing in the ranks for twenty-five years, and it must be very gratifying to him to see that the associ-

ation has come into the proud position it occupies to-day.

I have much pleasure, therefore, in moving the following resolution, seconded by Mr. Birge:

That the thanks of the Canadian Manufacturers' Association are due and are herewith tendered to Mr. George Booth, for his long and faithful services as treasurer of the organization.

AND THAT, in recognition thereof, Mr. Booth be elected a life member of the Canadian Manufacturers' Association.

AND THAT the sum of \$200 be appropriated for the purchase of a suitable testimonial to be presented to him at the first available meeting of the new Executive Council.

AND THAT Messrs. P. W. Ellis, W. K. George, Thomas Roden and Mr. McNaught be appointed as a committee to carry the part of this resolution regarding the testimonial into effect.

Mr. Birge.—Mr. President and Gentlemen, I second this resolution with a great deal of pleasure. Mr. McMaster has made mention of the fact that Mr. Booth is one of the old guard. I am not quite as old as he is, nevertheless I am one of the old guard, too, and during all these years that he has served upon the committee, I think that he has been one of the most faithful attendants at the meetings that we could have had. He has passed through a series of hard times as was indicated by his report to-day, subjected to the temptation of running away with the funds when there were no funds. He has passed through it most honorably, and he stands before us to-day with a surplus, and a considerable one, too. (Three hearty cheers were given for Mr. Booth).

The President.—I judge from the reception of this resolution, that you are unanimously agreed to it. Carried.

Mr. Booth.—Mr. President and Gentlemen, I do not know what to say to you, I have not worked for anything of this kind. I felt a great pleasure in the work of the association for a great number of years. After a long time, I am still pleased to see a few of the old guard left, but when I think of it, it brings to my mind the fact that I am getting old—there are so many that are gone. I feel thankful, but I cannot say that I feel at all elated, to think that for twenty-five years I have been here; it reminds me that I have not got much longer to stop. I thank you, gentlemen.

INSOLVENCY LEGISLATION.

Mr. Shaw.—I beg, Mr. Chairman, to move, seconded by Mr. R. F. Shurley:

Resolved, That this association views with regret the continued delay of our legislators at Ottawa in grappling with the vital question of Bankruptcy Legislation in Canada, and hereby again reiter-

ates its request for such, and requests that the Government deal with the matter as a Government measure, at the next session of Parliament. Carried.

Mr. Fetherstonhaugh. — The resolution that I have to bring forward is in connection with Patent Legislation:

RE PATENT LEGISLATION.

Whereas the Canadian Manufacturers' Association has been informed that the Minister of Agriculture contemplates improvement in the Patent Office, and amendments to the Patent Law.

Therefore, be it resolved that this association, while conveying to the Honorable, the Minister of Agriculture, its appreciation of what he has already done, also submit the request that this association be consulted on all proposed legislation to amend the Patent, Trade-Mark, and Design, and Copyright Acts, before submission of such measures to Parliament.

Mr. Fetherstonhaugh, in support of his resolution, submitted a sketch of the work of the Patent Office, and the improvements in its working. The resolution carried.

EXPORT TRADE.

Mr. G. H. Hees.—I took great pleasure, earlier to-day, in seconding Mr. Wickett's report, for I am especially interested in his remarks about more trade commissioners or consuls; for the Canadian manufacturers will be greatly benefited when the Government becomes more active in promoting trade with foreign countries. We need more trade commissioners, live, active men. At present, we have one trade commissioner, Mr. Larke, in Australia, who receives a fairly good salary of \$3,000 per annum; then we have four consuls, who receive \$250 per annum, one \$500, one \$700. These consuls are expected to perform all the duties of their office, besides securing trade for Canadian manufacturers and exporters; the poor pay which these agents receive, results in, of course, the poorest kind of work, as might be expected. I would suggest that the consuls and trade commissioners receive adequate salaries, and in addition, a bonus on all the increased business they secure. Make it an object for these poorly paid consuls and trade commissioners to increase the manufacturing and exporting business of Canada, and you will be surprised at the good results that follow. As an example of what can be done by a well paid trade commissioner, see what Mr. Larke has done for us in Australia; he renders good service for his pay, and he should be credited with a large share of the fine business our manufacturers and exporters are doing with that country. But Mr. Larke is handicapped by being too long away from Canada; it is seven years since he

went to Australia, and he has not visited Canada to see what great improvements in the manufacturing industries have taken place since he went away. No manufacturer would keep a traveller on the road for seven years with old samples. If the doctors are right that man undergoes a complete change every seven years; then, Mr. Larke is not the man we sent out, nor are we the people who sent him. Let the Government ask Mr. Larke to visit this country, post him on the present conditions, and then return him brim full of new ideas, and you will see the wonderful results that follow.

Another matter I have taken great interest in, and that is, trying to interest this Government in securing, if possible, a preferential tariff throughout the Empire—not like the one-sided arrangement we now have with England, but one on the reciprocal plan. A trade commissioner in England, established in the business part of London, is one of the great needs of all Canadian manufacturers. With a trade commissioner in England operating on the same lines as our trade commissioner in Australia, where the field and opportunities are one hundred-fold greater, would consequently show results greater according to the difference in the size of the population of the two countries. The United States is using every effort to extend their exporting business, and it is time that Canada should take a greater interest in promoting the manufacturing and exporting business of Canada.

I offer the following resolutions:

RESOLVED, That this association petition the Dominion Government to pay its trade commissioners or consuls adequate salaries; and be it further resolved, in the opinion of this association, that foreign consuls and trade commissioners should visit Canada every three years in order to keep thoroughly in touch with our growing industries and requirements.

RESOLVED, That this association use its influence with the Dominion Government for the appointment of a Canadian trade commissioner in England, located in the business part of London, in order to further the development of our export trade of Canadian products in the British markets.

It was resolved to incorporate both of these valuable resolutions with the report of the Commercial Intelligence Committee, which covered this ground in part.

INFORMATION BUREAU.

Mr. J. P. Murray.—I will move, Mr. Chairman, seconded by Mr. Hees, the following resolution:

WHEREAS, The development of Canadian industry having grown to an

extent capable of supplying more than is needed for domestic demands.

AND WHEREAS, Information respecting other markets can be more readily, economically and thoroughly procured through the Canadian Manufacturers' Association than by individual effort.

AND WHEREAS, Manufacturers, who could or would export if the information regarding foreign requirements was easily accessible.

BE IT RESOLVED, That the Commercial Intelligence Committee be asked to procure as many particulars as possible regarding the imports and manufactures of foreign countries of similar articles to those which are or could be manufactured in Canada, and that such information be available to any member of the association, and when possible such special information as may be required or asked for.

The resolution carried.

OUR PAST PRESIDENTS.

Mr. Murray.—I think that the time has now come for us to recognize the services of our presidents in the rooms of the association. I would like to have in the association's rooms the pictures of our past presidents. I would suggest that from the reorganization of the association we commence getting the portraits of all our presidents, and then our other presidents right along. I make this as a suggestion to the meeting.

Mr. Hees.—I second the suggestion of Mr. Murray, and I would also suggest that the picture of Mr. Booth, our worthy treasurer, should be hung in a very conspicuous place in the headquarters of the association.

It was resolved that this suggestion be reported favorably to the Executive Council to be dealt with.

The President.—Are there any other resolutions?

Mr. McNaught.—There are some other resolutions. Mr. Mason has one, and I guess he will get there if you give him time.

Mr. Mason.—It is the Chairman of the Resolutions who is slow. I beg to move the following resolution:

Resolved, That in the opinion of this, the Canadian Manufacturers' Association, it is highly desirable, if not imperative, that all matters relating to trade and commerce—being national in scope and character—should be under the control, and be regulated alone by the Government of Canada, and that provincial, municipal or other governing bodies should not have power to impose taxes, fines or other imposts, whereby the free interchange of commodities throughout the Dominion is in any way restricted.

Mr. Mason.—That resolution is destined to meet a very obnoxious and disagreeable situation. There is no more important resolution to which I could call your attention than this very one.

Resolution carried.

ELECTION OF OFFICERS.

The president then called for a vote for the offices for which there was a contest. Messrs. Smallman and Tyndall acted as scrutineers. The result of the nomination and election of officers is seen in the list given on another page of this issue.

THE PRESIDENT.

It is very unfortunate that the late hour prevents my referring at any length to our new president, whom it is my duty now to induct into the office of president for the coming year. It now gives me the greatest pleasure indeed in introducing to you our new president, Mr. Robert Munro, of the Canada Paint Company, Montreal.

Mr. Munro, I have very much pleasure in handing to you the unanimous election as President of the Canadian Manufacturers' Association for the coming year, and I can assure you that you have the utmost confidence of every member of this association, and our very best wishes are that the association shall continue to prosper under your care. I know that you have the utmost confidence of the Montreal branch, who know your reputation, and have had the honor of nominating you. I think that I am voicing the sentiments of the entire association when I tell you that, with the assistance of our able secretary, under your guidance, we have no fears whatever for the future of the association.

(Mr. Munro, the President-elect, was received with prolonged cheering, and the singing of "He's a jolly good fellow," after which he said:)

THE NEW PRESIDENT.

Gentlemen, I need scarcely tell you that I appreciate very much this most kind reception, one which I could not have expected from you, seeing that I am personally unacquainted with many of you, and I thank you very heartily for the honor you have done me this evening.

On behalf of my confreres in the Montreal branch, and on my own, I wish to express to you our appreciation of the courtesy which you have shown to the Montreal branch in unanimously accepting their nominee.

I accept the office much impressed with the possibilities for useful service which it affords (hear, hear), and, while I would have preferred that the honor had fallen on one more fitted to serve you, I venture to say that you could not find a man (always excepting our honorable and illustrious ex-president), a man more im-

pressed than I am with the greatness of the resources of our Dominion, or more solicitous for our industrial development. (Hear, hear).

To one trained amid the great industrial operations of the Old Land the possibilities of Canada impress me with great force; not only the possibilities arising from the fact of Canada's vast resources of raw material, but what is far more precious than that, the remarkable adaptation that Canada possesses for their development.

The great increase in the membership of our association, especially within the past year by adding greatly to our prospective sphere of influence has suggested to me the added responsibilities of the position. And I am glad to know as the result of the elections which have just closed that your other officers and your committees are strong and tried men. I am encouraged in seeing that the men are still with us whose enthusiasm and whose patriotism have made the association what it is. (Hear, hear).

If you will permit me to thank the leaders in this work, some of whom I met for the first time only at the opening of our convention, for the warmth of their welcome and congratulation, and I feel strong in the assurance of the support which I require. With the co-operation of our entire membership we can look forward to the growth and strengthening of the bonds of union and general usefulness of this great association. (Cheers).

THE SECRETARY.

Mr. Ellis.—Now as I am out of the chair, and one of yourselves, I want to have a resolution placed upon the minutes of the association, and properly made a part of the proceedings of to-day in the report in *Industrial Canada*, with respect to the services of our secretary.

I am not a very old man, but I have had some experience in association work—some twenty-two years in this association—and as a member of Boards of Trade and other organizations, and I can say truthfully that I never have yet been brought into contact with a more devoted, a more conscientious or a more loyal and more able secretary than we have in the Manufacturers' Association.

I would like to give you a review of the work that he has accomplished, but time does not permit. You can see for yourselves that he has worked both day and night, and I tell you that he has done more work than we ought to expect one man to do. He has been extended an invitation on behalf of this association to spend two months in the West India Islands, and I hope that he can make his arrangements for the carrying out of the trip—that while he will be looking after our interests in the trip he may also to some extent participate in the enjoyment that such a trip will afford.

I make that particular reference because I believe that he feels himself that the work is so cumbersome, if I might so express it, in the office, that it is impossible for him to leave it. It is just like many of us; we feel that we must be there ourselves or that something will go wrong. But we have funds enough now, and I think that we ought to give him carte blanche to get all the help that is necessary.

Mr. McNaught.—I have very much pleasure in seconding the motion of our ex-president, and I hope that it will not stop at the resolution either. I hope that the Executive Committee will see that his salary is fixed at a figure that will be somewhat better. I do not think that there was ever a more conscientious secretary in any organization, and very few secretaries in any organization that I have ever had access to that have brought to bear more earnest work and conspicuous ability than our secretary, Mr. Russell. I quite agree in regard to the West Indies trip. I believe that it will do a great deal of good to Canada. I have great pleasure in seconding the resolution.

Mr. President.—I do not think at this late hour that it becomes us to invite much discussion, but the presence of the secretary, Mr. Russell, was very acceptable to the members of the Montreal branch. Not only our ex-president, but also our secretary made a very profound impression, and I have heard him spoken of in terms of the greatest praise.

I am quite interested to know that he is to take a vacation to the south. I am thinking of a little expedition myself, and if he wants anyone to take a fatherly care of him I will be very glad to do so.

Mr. McNaught.—I don't know of anyone that could look after you better than Mr. Russell.

The President.—Do you think so?

Mr. A. E. Kemp, M.P.—If I had been an athlete like our friend Mr. McNaught, I would have been able to second the resolution, but his athletic propensities enabled him to get on his feet before me. I want to endorse all that has been said, and I am proud this evening when I say that when this association had the question of the appointment of a secretary that I was one of the committee that decided upon Mr. Russell. I have not been able to give as much time to the association as I would like, but I have watched Mr. Russell, and I want to say that his work at Ottawa during the last session of Parliament was worth all the salary that the man ever got or will get for the next five years. (Hear, hear).

Mr. Russell comes to us a young man—a developing young man—and we have been most fortunate in securing his services, and I think that it is the duty of the association to give him a more lucra-

tive salary now that the funds of the association are able to stand it. I endorse the idea of giving him all the assistants that may be necessary.

Mr. W. K. George.—I would like to put in a word of commendation. We in Toronto have perhaps a better chance of knowing what he does, and I say that his services to the association cannot be over-estimated. And I was very glad that there was a possibility of this West India trip, and I think that the association ought to make it a certainty that he will take it, not only for his own benefit but in the interests of the association.

Mr. F. B. Fetherstonhaugh.—There is one point about Mr. Russell that has not been touched upon, and that is that he is very popular with the members. There is not a man in the association that approaches Mr. Russell that does not get the fullest information and the best of attention.

Mr. Murray.—I am just going to quote Mr. Russell as an example to the Montreal universities of the kind of stuff that we turn out in Toronto.

(The entire assembly rose and gave three hearty cheers for Mr. Russell, and then sang, "For he's a jolly good fellow.")

The President.—Nobody can deny that this resolution of the ex-president has been carried. I have much pleasure, Mr. Russell, in submitting to you the great compliment that has been paid to you by the men who know you best. It is very encouraging to a young man in life to know that the best trained business men of the country should be able to speak so highly of you, and I congratulate you upon the testimonials that have been given you here to-day by the members, who have every reason to know of your true worth.

Mr. Russell. — Mr. President and Gentlemen, there is probably only one man here to-night who can well understand the difficulty under which I try to say a few words, and that is Mr. Booth, to whose able work for the last twenty-five years you have so fittingly given testimony to-night. I find my position just so much more difficult, however, to reply to, inasmuch as the fine reception you have given me, is not after twenty-five years' service, but after less than twenty-five months. One thing I would say, however; that is, when Mr. Ellis referred to the work in connection with the association as heavy, I think he laid upon me the heaviest work that I have ever done in the association—to respond to a motion carried in the way that this has been.

In connection with the work, I have felt to-day and yesterday the responsibilities of the position more than I have ever felt them before. I have had to recognize that important questions, in-

volving often the success and progress of many of our largest manufactures—involving thousands and perhaps millions of dollars—come under the review of this association, and that on many occasions we have to act on the recommendation and advice that is prepared by your secretary. I have, therefore, questioned the ability of one not more than two years from college, and not much more than six years from the farm, to handle questions of that kind, and it comes, therefore, to me with special pleasure to know that I have your confidence. Unlike the other officers of the association, whose work has been devoted to your interests, I am not an honorary official, my time is recompensed from your treasury. But

to-night I assure you, gentlemen, that there is a recompense that has come nearer and truer to me than that which I receive in a commercial manner from the treasurer, and I shall ever treasure in my heart the remembrance of the kind reception you have given the motion proposed by our ex-president and seconded by one of our former presidents.

I can only say that it shall be my earnest endeavor to try in some measure to live up to the confidence that you have reposed in me in such a marked manner to-night. I thank you very heartily.

Conclusion.

Mr. Murray.—I want to suggest that

those members not living in Montreal or Toronto should take a personal interest in trying to bring in as many new members as they possibly can. We all want a strong membership, and we all know the value of it, and if every member of the association in the outlying districts will make it a personal matter to get as many new members as he can, it will be in the interests of the association and of manufacturers generally.

Mr Birge.—I wish to thank the members of the association for the honor they have done me in electing me to the vice-presidency. Please take the rest as read. Thank you. The meeting thereafter adjourned.

MANUFACTURERS' BANQUET.

THE CROWNING EVENT OF THE CONVENTION.

At eight o'clock on Wednesday evening there was convened the most representative gathering of business men that has, perhaps, met in Canada for a considerable length of time. The gathering took place in the Banquet Hall of the Windsor Hotel, Montreal, where four hundred manufacturers sat down to enjoy the splendid menu provided.

Hon. J. D. Rolland presided; and with him at the head-table were seated the following prominent public men of Canada:

Right Hon. Sir Wilfrid Laurier, Premier; Lord Strathcona and Mount Royal; Hon. W. S. Fielding, Minister of Finance; Hon. William Patterson, Minister of Customs; Hon. J. I. Tarte, Minister of Public Works; R. L. Borden, Leader of Opposition; P. W. Ellis, Ex-President Canadian Manufacturers' Association; Robt. Munro, President-Elect, Canadian Manufacturers' Association; President Loudon, University of Toronto; Principal Peterson, McGill University; Henry Miles, President Montreal Board of Trade; L. E. Geoffrion, President, Chambre de Commerce; A. C. Flummerfelt, British Columbia Board of Trade; Geo. Hague, Hon. President Canadian Bankers' Association; D. F. Monk, M.P.; A. E. Kemp, M.P.; Hon. Robert McKay, Hon. Lyman Melville Jones, Cyrus A. Birge, First Vice-President Canadian Manufacturers' Association; United States Consul-General Bittenger; W. K. George, Ontario Vice-President; W. McGill, Quebec Vice-President; D. W. Robb, Nova Scotia Vice-President; George Booth, Treasurer; A. Campbell, ex-M.P., and the Chairmen of the Association's Standing Committees of the past year.

Over two hundred and twenty-five Montreal Manufacturers were present and entertained their guests from outside, and these in every way showed their thorough appre-

ciation of the hospitality extended to them by their Montreal brother members.

The following gentlemen acted as vice-chairmen at the ten tables, which adjoined from the long head table at which the Chairman and guests of the evening were seated. To them is due no small amount of credit for the admirable entertainment provided for the visiting guests: J. C. Holden, R. R. Stevenson, W. W. Watson, Wm. MacMaster, A. H. Simms, George E. Drummond, Jas. Davidson, Edgar MacDougall, Ald. Geo. W. Sadler and Col. Robt. Gardner.

Splendid music was provided during the serving of the menu, and a splendid programme of songs was interspersed with the speeches of the evening. The banquet hall was filled to the last chair with the leading captains of industry of the country, the special electric lighting effects, the lavish flower decoration of the table, all contributed to make a memorable scene.

After the menu had been disposed of, all present settled down to listen to the representative public men who were present to discuss the leading commercial questions of the hour.

THOSE NOT PRESENT.

The secretary read regrets at inability to be present from the following:

Hon. Mr. Parent, Premier, province of Quebec.

Hon. Mr. Ross, Premier, province of Ontario.

Hon. Wm. Mulock, Postmaster-General.

Hon. Sir Richard Cartwright, Minister of Trade and Commerce.

Hon. A. G. Blair, Minister of Railways and Canals.

Hon. Sydney Fisher, Minister of Agriculture.

Mr. A. E. Ames, President Toronto Board of Trade.

President of the Halifax Board of Trade.

President of the Vancouver Board of Trade.

President of the Winnipeg Board of Trade, who says that Manitoba and the North-West will this year produce the greatest grain crop, proportionate to the land used that the world has ever seen (cheers). Sixty million bushels of wheat, besides barley, oats, flax, etc. (Cheers).

Sir Thomas G. Shaughnessy, President of the Canadian Pacific Railway.

Principal Grant, of Queen's University, Toronto.

THE KING.

Toastmaster Rolland. — Gentlemen, I have first of all to thank our honorable guests for having accepted our invitation to honor the Manufacturers' Association with their presence to-night. I have also to thank the Manufacturers' Association for having chosen Montreal as the place of their reunion. This is the first time in the history of the association that the annual meeting has been held outside of Toronto. And I am very glad to see that the members, having come so far east, want to go still further east yet. (Hear, hear).

Now, gentlemen, it is my pleasant duty to propose the first toast of the evening—it is a very agreeable thing to do, at this first reunion of the Canadian Manufacturers' Association in our city, to be able to propose the health of our beloved King—and I now propose the health of our Gracious Sovereign, Edward VII., wishing him long life and prosperity.

To The King:—

(This toast was drunk with great enthusiasm, the National Anthem being sung).

Toastmaster Rolland. — Gentlemen, The second toast on our list is that of "Canada and the Empire," and I will call

upon Mr. Ellis, our ex-president, to propose this toast.

MR. P. W. ELLIS.

Mr. Ellis was received with hearty applause, and three cheers and a tiger were given with a will. After the cheering had subsided, Mr. Ellis said:

Mr. Chairman and Gentlemen.—In response to your kind invitation this evening, it has fallen to my lot to propose this toast, so dear to the hearts of every one of us, and I will couple with the same the names of the Honorable Sir Wilfrid Laurier (cheers), and Lord Strathcona (renewed cheering), and Mr. R. L. Borden, the Leader of His Majesty's Loyal Opposition (cheers).

I am sure that we will all be delighted to hear from these three gentlemen, who are so identified with every feature of our Canadian life—our Canadian nationality.

During the past two days we have been engaged in considering practical subjects to such an extent that one feels altogether practical and feels that a toast like this one might be spoken on from hour to hour. It is hardly in this feeling that the heart will give utterance to the words that it would like to find, sufficiently expressive for our Canadian to another upon the land of our birth, and the grand Empire of which we form a part.

It is not, however, my intention to review the commercial, industrial or manufacturing progress of this Dominion—to refer to the new centres of population created—to the new market afforded

for the farm produce of our country by the new establishment of industrial enterprises, yet I cannot resist the temptation to take a peep into the future, and I am led to do this remembering the remarks uttered by two gentlemen, largely interested in the progress of this Dominion. These remarks I think are worthy of being repeated. The first is a remark of Mr F. H. Clergue, that the mineral and chemical wealth of New Ontario would be equal in value to the mineral and chemical wealth of the State of Montana in the United States of America, and the Province of British Columbia in Canada. (Hear, hear). That, gentlemen, was a very singular statement of the value of New Ontario from the industrial side, but we have an equally powerful statement as to the whole Dominion from the agricultural side from the lips of Mr. F. W. Thompson, vice-president of the Canadian Manufacturers' Association, upon the opening of the Industrial Exhibition at Winnipeg. He stated that he expected to live to see the day when the wheat crop of Manitoba would equal the value of the spring wheat crop of the United States, which is some two hundred and fifty millions of bushels (hear, hear), and he went on to say that that great western country would export cattle equal to the total exports of cattle from the shores of America to-day.

We read in the press that Great Britain, together with the United States, form an alliance, invincible in the protection of the world, and in the guaranteeing of its peace. When we look back at the census taken one century ago in

the United States, and learn that the population there was no greater than the population at present of the Dominion of Canada, and it enters this new century with a population of over seventy millions of people. When we further remember that the State of New York (only I believe in size about one-quarter as large as the Province of Ontario), had a population at the beginning of the century of not more than say, one-fifth of the present population of Ontario, and yet it had entered the present century with a population greater than that of all Canada. And when we remember further that these people are people similar to ourselves, working along practically the same lines, and with no richer gifts of nature than we possess, are we not tempted to say to ourselves, if we grasp the opportunities that are before us are we not justified in believing that we would make the same progress as has been made by the people to the south of us—the same progress that they have made. (Cheers). So that instead of it being "Great Britain and the United States," may it not be "Great Britain and the Dominion of Canada." (Prolonged cheering).

It only remains for us, gentlemen, to take full advantage of these opportunities and I believe that we will accomplish more than we anticipate, in a shorter time than we expect, and we may know with inestimable pleasure the unfolding of this magnificent heritage and its continued prosperity.

I give you, gentlemen, the toast of "Canada and the Empire."

SIR WILFRED LAURIER.

Sir Wilfrid Laurier, on rising to reply was most heartily greeted. After the prolonged applause had subsided, he spoke as follows:

Mr. Chairman and Gentlemen,—It is not my good fortune to be a manufacturer, I am but a simple and very humble consumer. But it has been my good fortune for the last twenty-five years to see a great deal of the development of the manufacturing industries of Canada. For, during twenty-five years and more it has been my privilege to be a member of the House of Commons of Canada. Twenty-five years is a long period in the life of a man; it is simply a dot in the life of a nation. Yet twenty-five years is sure to develop a good many changes.

TRADE QUESTIONS.

But in these many changes and vicissitudes, there is one thing which has remained constant and unaltered; it is the devotion, if I may use the term, and I do use it advisedly—the devotion which all classes represented in the Canadian

Parliament have ever bestowed and shown to the development of the industries of Canada. There has been more time consumed on the part of the Parliament of Canada in the discussion of the industries of Canada, than perhaps all other questions put together. (Hear, hear).

I do not remember the time, or the year where, on the floor of that Parliament—the interests which concern you gentlemen—the manufacturers, have not engaged our attention and our deliberations. That these questions should be debated, that they should be discussed, is nothing but natural, and not too much time can be devoted to such a topic as that one. When once they have been debated and crystallized into legislation, you will agree with me that legislation should not be lightly disturbed. Tariffs are not permanent, in a country like Canada, susceptible to great development; everything changes, everything progresses, and the tariff of course must move with the times, but at the same

time I have felt within myself and you yourselves must have felt that stability in tariff is one of the securities to manufacturing industries. (Prolonged cheers). Of course I do not pretend that the tariff, which has been framed by my friend, Mr. Fielding, the Minister of Finance, is absolutely perfect, but I am disposed to think a great deal of it. Still, I know perfection is not of this world. There are spots in the sun, as we know, but these do not prevent the majestic orb to progress through the sky in all its beauty, and so it is with the tariff which exists at the present time, though perhaps—I do not know, you know better than I do because you have to deal with it more than I do—it may be that there are blemishes in it, but whether there are blemishes in it or not, I suppose on the whole manufacturers are pretty well satisfied. (Several voices: "No, no." Laughter).

CENSUS.

That only shows that there is room for improvement. (Cheers). That only

shows that there are some spots in the sun or in the tariff, but it does not prevent the orb from shedding its beneficence upon Canada. What is engaging all the manufacturers, I assume, is the development of the markets. The home market was supposed to be the best of all. Unfortunately the home market has not developed as we had reason to expect; the last census has been a disappointment to all of us. But even in the face of the last census, for my part, my heart is filled with hope. It has been my privilege within the last few weeks to cross and recross the continent from Quebec to Victoria, and from Victoria to Halifax, and then it has been my privilege to see some of the immense wealth we have in the North-West Territories, to see the broad plains covered with stacks and stooks, and to see the sulky plow and the threshing machine at work at the same time, and to see the immense possibilities we have in that distant part of our domain. (Cheers).

EMIGRATION.

There is a new movement, which I have seen in that direction. For the last sixty years or so the movement of the population has been from north to south. Now a change has taken place, and a movement of population is now from south to north. For a great many years, the United States has received the best of our bone and sinew. Now, we are going to receive the best bone and sinew of the American cities. (Hear, hear).

For a great many years our young men have emigrated to the United States, now the young men of the United States are emigrating by shoals to the virgin soil of the North-West Territory, and they will be well received. They will not be treated like the Outlanders, deprived of political rights, on the contrary, we will be happy to receive them, and share with them what we have, and allow them to take possession of our soil, and to make them free citizens, and enable them to feel that British institutions are infinitely superior, even to the much vaunted institutions of the American Republic. (Hear, hear).

RECIPROCITY DELEGATIONS.

In connection with this, there is another feature which is now taking place. I remember, and you remember also, that since the abolition of the reciprocity treaty in 1866, we have sent delegation after delegation to Washington to obtain reciprocity. We are not sending any more delegations. (Loud and continued applause). But I rather expect, and I would not be surprised if the thing were to take place, even within a few years, I say, I rather expect that there will be delegations coming from Washington to Ottawa for reciprocity. (Wild cheering). Having learned the lesson from our friends to the South how to receive such a delegation, we shall receive them in the proper way (cheers), with every possible politeness. (Laughter)

INDUSTRIAL DEVELOPMENT.

But, gentlemen, there is something else than the North-West Territories, we have also a New Ontario; in New Ontario is untold wealth—mineral wealth, agricultural wealth, wealth of every kind. There is not only a New Ontario, there is also a new Quebec. North of the Laurentian range there is a new province of Quebec, equal at least to the one we know and love so well. There is also, if I may say so, a new Maritime Provinces. There is on the shores of the Atlantic ocean, at Sydney, the development of an industry which will at some time astonish the world. (Cheers).

Three years ago I was in the city of Washington, and it was my privilege there to meet the great manufacturer and philanthropist, Mr. Andrew Carnegie. Talking of many topics which interest manufacturers and also interest public men he went on to say these words: "The trade of Great Britain in iron is a thing of the past. We will capture the trade of England on every point in competition." I said: "Mr. Carnegie, you know these things better than I do, it is quite possible that you may capture the trade of England in iron, but let me tell you this, when you have captured the trade of England in iron, we Canadians will capture the trade from you.

(Cheers). And it is my expectation that at some time, not very distant, the works at Sydney will, indeed, not only compete with the English, but capture the iron trade of the whole world. And in so saying, I do not think I am too sanguine at all."

IMPERIAL RELATIONS.

There is also the British market, and this is by far the most important to us Canadians. It would not do for me to enter into any political matter—to enter into any controversial matter, but, at all events, I am sure I am speaking the sentiment of everyone here when I say, that in my humble opinion, at all events, the life and security of the British Empire rests upon mutuality—the trade between all the component parts of it. The life of the British Empire depends upon the exchange of commodities sent from the other parts of that great institution. If we can suppose a condition of things—and it is not a hard supposition to make—if we can suppose there will be mutuality and freedom of exchange between the three hundred millions or four hundred millions who compose the British Empire, we shall have seen the greatest commercial development the world has ever yet seen. (Cheers). The British Empire was not founded so much on conquest as it was founded upon colonization and trade, and it is in following the lines of trade that it shall attain its best development. The British Empire was founded upon the laws of equality and justice; and though at this time it is rent in some part by a war, let us hope that this war will be soon concluded, and that henceforth the laws of justice shall prevail throughout the whole length and breadth of the British Empire—those laws of justice, of equality and of equal rights, in which England has been the foremost champion of the modern world.

The cheering re-echoed again and again as the Premier resumed his seat.

Toastmaster Rolland:—"I will now call upon Lord Strathcona and Mount Royal to make a few remarks in connection with the toast."

LORD STRATHCONA AND MOUNT ROYAL.

As the noble Lord arose a perfect storm of applause broke forth. Every man in the audience was on his feet in an instant, and the large dining hall resounded to the singing of "For he's a jolly good fellow," and "Three cheers and a tiger," were given with right good will.

Mr. Chairman and Gentlemen,—I do assure you I deem it a very great privilege to be with you here this evening, at such a gathering as this of the manufacturing interests of Canada, not of Mont-

real alone, nor of Montreal and Toronto, but coming, as you gentlemen do, from British Columbia, all the way to Cape Breton. (Hear, hear). It is a very excellent omen, and presage of what are to be the relations between the manufacturers of all parts of the Dominion. It has been said, and it has been felt, not so very long ago, that there was a slight feeling of jealousy between the commercial men of Montreal and those of Toronto. We are all conscious of that having taken place, but we have here a

surety and object lesson in seeing you here to-night, and an assurance that nothing could be more friendly than the relations which exist among you. (Cheers).

I am here, like the right honorable gentleman, the Premier, not a member of the manufacturing body, but unlike him, because we all know that he is, and has been, a cabinet maker; (laughter and cheers); so that at any rate, he may certainly be looked upon as an honorary member. I think it applies well; it

speaks well for the trueheartedness, for the loyalty, and for the devotion of the manufacturers of Canada that not one word was heard against that preferential tariff with the Old Country. (Hear, hear. Cheers). We might have been expected to be the first to find fault with it. It is, indeed, a happy thing to find that self-interest—for some of you must have felt that they would have had a somewhat better chance without that preferential tariff—but it is a happy thing for us, and a happy thing for the Dominion, as a whole, that we conceded these personal feelings of personal interest, to a large extent, and that we conceded to the general good, not of the Dominion alone, but of the whole Empire.

PROGRESS.

Progress, and very great progress, has been made within the last few years in transportation throughout the Empire. While we have here the toast of the Empire, I do not think that we are going very much out of the Dominion in our remarks of this evening, but it has certainly been greatly to the benefit of manufacturing interests, to the commerce and to the general weal of the country that transportation has been made as good as it is. (Hear, hear). We have an instance, sir, and within the last month, the far-off district of Edmonton, where they were not very happy, I believe, in some parts, in their wheat harvest, but where they had a very great abundance of oats, and where they could find

no market for oats, it has been found for them in South Africa, for supplies for the war, and I believe, at a price which will pay them very well indeed. I think that our Minister of Agriculture deserves well from the country for having made it possible for these settlers there to profit by this trade of sending their oats to South Africa.

We have also, within this month, orders from South Africa for some twenty thousand tons of hay. This alone, with the cost of transportation, will come up to, perhaps, a million dollars or two hundred thousand pounds sterling. Surely all that is in the right way, and with that energy and that determination which the people of Canada will give to strengthen and improve their position, I have no doubt but that the market will soon be open to them, so that they will not apply to other countries—so that they will not depend upon other countries. (Cheers).

The right honorable gentleman has told you that happily now emigration is not going on, or migration is not from Canada to the United States, but that it comes from the United States to us (hear, hear), and we have the assurance that those people who come to us from the Western States into the great North-West of Canada are even already amongst the best and most loyal subjects of the King, and that they will be so, as of old. (Cheers).

FAST LINE.

There is one thing which I may be

R. L. BORDEN.

Gentlemen: I was very glad indeed to hear from the gentleman who proposed the toast that it is intended that the next meeting of this association shall take place in the city in which I have the honor to reside, Halifax. And I can assure you that if you do come to Halifax, Halifax will at least give you as warm a welcome as is in her power, and that, from the experience of those who have been there in the past, is perhaps as warm a welcome as can be given in any city in Canada.

It is a great pleasure to me to be here to-night and see such a representative gathering as I see before me. I believe that your Manufacturers' Association has not, up to the present time, taken very deep root in the Maritime Provinces. I know that my own province is ably represented here to-night by two gentlemen whom I have had the pleasure of meeting, but not very numerously represented. I trust if you do meet next year in Halifax that a great deal of interest will be aroused in the province in regard to the objects of the association, and

that you may on future occasions have more numerous representation from the little province by the sea. (Cheers).

Now, with respect to what has been so well and so ably and so eloquently said by Sir Wilfrid Laurier, and also by Lord Strathcona, with regard to the extent of the resources of Canada, I wish to agree, and particularly to say that to a man coming as I do from the Maritime provinces, there can be no greater object lesson than a trip across the continent. A man living in Halifax goes through to the province of Ontario, across its fertile plains, which have been spoken of. He goes the ocean distance which separates Halifax from the Mother Land, and finds himself still in Canada, and sees the spreading thousand miles towards the setting sun. He crosses the Rocky Mountains and enters British Columbia, and comes to the Pacific, where the West looks out upon the East, and still he is in Canada, and there is nothing that impresses upon one the greatness of the future possibilities of this country more than to take a journey like

permitted to say, speaking of the influx of people from the United States, which we are so glad to have. It is that I hope that we will soon also have a great many people coming—and those of the wealthy classes coming by the high road through Canada on to Great Britain and Europe—that we shall have such a service here that it will not be said by those in the Old Country that you must go through the United States to go to Canada, but that you will hear each and all of them, or a very great number, indeed, of them saying: "We are going to New York and to the other towns of the United States through Canada, as the fastest, best and safest route." (Cheers).

But I will not detain you, gentlemen; we have all listened with the very greatest pleasure to the remarks of the Premier. I here find myself in a very happy position, indeed. I am one of three with the privilege of responding to this toast.

You have here the Premier at the head of the Government, you have the chief of the Opposition, ardent politicians both, but friends always (cheers), and I in the middle, not knowing politics.

While not knowing party politics, I trust that I am not altogether indifferent to the best interests or the weal of the country. I thank you, gentlemen, and I thank you very much for listening to me.

After the cheering had subsided, Toastmaster Rolland called upon Mr. R. L. Borden, the leader of the Opposition.

Mr. Borden was most heartily received.

that from one side of the continent to the other, from one great ocean to the other. (Cheers).

INDUSTRIAL INTERESTS.

I still believe that in this Canada of ours the manufacturing interests equally with those of any other in the country claim the attention of those in public life. (Hear, hear. Cheers).

We have inexhaustible quantities of coal in my own province, and in other parts of this country. We have great quantities of iron, we have raw material of various kinds in abundance, and surely if the manufacturing industries of the United States have prospered as they have, if we are of the same race and stock as they are, there is no reason why, in the future, our manufacturing industries cannot be placed on an equally high plane. (Cheers). In cherishing, encouraging and protecting the industries of Canada, we are not only true to the interests of Canada herself, but we are true to the interests of the whole empire.

And I also say that I see no reason

why we cannot say with the utmost loyalty and the utmost devotion to the Mother Country, and to all parts of the Empire, that the depression of an industry in Canada, to the possible gain of an industry of a similar kind in the Mother Country is not any advantage to the Empire. Upon us in Canada is imposed a duty of developing our own industries. And if we do that work in Canada; if we carry out that project in Canada, I think we can carry it out with the utmost sense of loyalty and devotion to the Empire, which any country or commonwealth of the British dominions can fairly lay claim to. (Cheers).

Now, I do not disguise from myself, when I say that there may be Imperial interests which may, for the time being, and should for the time being, overshadow the interests of some trade community either in Canada or in any other of the self-governing dependencies of the Empire, but I say in respect to matters of that kind that the trust which has been extended to the great colonies in the past must be left to be dealt with in the future.

IMPERIAL RELATIONS.

Now, with respect to the relation of Canada to the Empire—this remarkable fact impresses one in looking at the history of Great Britain and her colonies in the past, namely, that the greater the control, the greater the self-government that has been entrusted by Great Britain to her colonies, the closer and stronger the tie that exists between those colonies and herself. We know to what a very great extent Canada enjoys the right of

self-government, and every Canadian knows that at no time in the history of the past has the tie between Canada and the Mother Country been closer and stronger than at the present time. This is a lesson to us, a lesson which may point to even closer ties in the future. Men have speculated, men have dreamt of what these closer ties might be. For my part I do not think that any change of that kind will be sudden or abrupt. The genius of the British people points to gradual changes. How these closer ties may come—as I believe they will come—in the future, it is not for me to say. That they will be closer in the future, I, for myself, believe, and I believe this further, that as to the closeness of these ties in the future, the fact that they will be closer will come from the initiative of the colonies.

If we look at history we find that in almost every single case the advance has come from the colonies. I think that it will be the same in the future, and I believe that when those closer ties do come, they perhaps will come in the form of closer commercial relations between ourselves and the Mother Country. I do not disguise from myself the difficulties which surround the subject at the present time. We all, in Canada, are a unit with regard to the desirability of some such project as that, and it may be that the closer relations which I speak of may come in that way, or they may come through some scheme of Imperial defence. But, however, we in Canada at the present time have to work on certain problems of our own, certain prejudices

of locality and otherwise, which we hope in the future will be obliterated, will be completely wiped out. In the meantime we have done a great work in Canada in the past. The great races which make up the population of Canada can look back with pride to the record which they have made, and I think that these two races working in harmony in the future will accomplish a great work in Canada in years to come.

In looking down the vista of the years to come we do not perhaps yet fully realize what a great future there is in store for our country. In the history of the Empire, and in the history of the world, none of us doubt that that future will be a great one. And of the heritage that we have in the great advantages which we possess in this country, in the magnificent territory which we have to develop, we have at the same time great responsibilities, which have been alluded to by the speakers to-night. It is due to Canada to say that these responsibilities are availed of, and are made the most of. It is the duty of every Canadian that this should be done, so that in years to come Canada can take the place she is rightly entitled to in the Empire and in the states of the world. (Cheers).

Toastmaster Rolland.—I will now call upon our newly-elected president, Mr. Robert Munro, to propose the toast "Our Manufacturing Industries."

Mr. Munro was received with hearty cheering, which lasted for some time. He said:

ROBERT MONRO (President-elect).

Mr. Chairman and Gentlemen, it is no ordinary honor to my esteemed predecessor, Mr. Ellis, to be able to say, as he did last evening, that during the year of his presidency the number of manufacturers embraced within our association rose from three hundred and forty two to eight hundred and twenty-five, and that there were twenty-eight more applications on the waiting list to be considered at the next Executive. In addition to these there are some hundreds more who will doubtless be on the waiting list ere long. (Hear, hear). These, with their operatives and families, with the addition of such as are otherwise dependent upon them (estimated to represent an aggregate of over two millions of our people), are those we think of when we submit the toast of "Our Manufacturing Industries."

Nor is this all, for in wishing prosperity to our manufacturing industries, we in no way turn our back on our agricultural, our mining, or other industries. When, for example, we urge the exten-

sion of the harbor of Montreal, we do no violence to Quebec, Halifax, or St. John—we know that our growth assures theirs. And so in like manner as our manufacturers extend, we demand material from our mines, forests and other channels, and we also furnish to our agriculturalists their nearest and best market. (Cheers).

In asking success to our industries, therefore, we are asking success to our people generally, as well as growth and development to our country. The growing strength of this association, is, as I said, most honoring to Mr. Ellis and those associated with him, as evidencing their lively and persistent interest in the affairs of the association; but, beyond all the labors of the Executive, the figures manifest a living impelling energy pulsating in the manufacturing concerns of the country.

I do not know whether any of the honorable members of the Government, who have shown their kindly interest by being present with us, will admit us to

a preliminary private view of the figures to which we are looking forward with much solicitude, I refer to the manufacturing census, but we are quite sure that these figures (always providing that the manufacturers have uniformly co-operated with the Government in procuring them), will exhibit a percentage of progress in the last decade to be met with in no other country of the world.

The value to the country of our great factories is, I think, better measured by the smaller. When one comes to know intimately the value to a little town of what may be a very unpretentious factory, which pours its fortnightly blessing of well earned wages on the little community, I say, when we note this intimately, we begin to realize the gain to the larger centres afforded by such establishments as they possess. A gain not to be measured simply by the amount of the fortnightly contribution, but by the fact that it is perennial—an ever returning blessing.

THE MANUFACTURER.

Turning from the operative to the manufacturer. Who is he? He is a man who has faith in himself, faith in his methods and processes, faith in his products, faith in his country, and who, generally speaking, backs his faith by every dollar he owns. We are not, therefore, surprised to learn that the membership of this association represents a capital of two hundred millions of dollars (hear, hear); this estimate I have from our secretary, who tells me that it is well within the mark.

Now, in banding together, we have, as mentioned by our late president, nothing to do with making or maintaining prices, and if we have nothing to do with prices, neither have we to do with politics. We are not a political association in any manner, we are a purely business organization. Our essential bond of union is that we are directly interested in manufactures, and our object in uniting is to extend and develop that which has proved of the greatest material advantage to the country. (Cheers).

In the prosecution of our work, tariff matters force themselves upon us, and are discussed by men of all shades of political opinion. Now, I wish to make clear that, as an association, we do not engage to endorse the views of any and

every member; we do invite our members to avail themselves of our help in every reasonable way, but all fiscal matters are dealt with by our Tariff Committee, not on the representations of any section, but after united discussion among themselves and hearing members interested in every phase of the question.

The weakness of trade representations to the Government is that they represent only one side of the question, whereas we had ample illustration this morning of the more moderate and more practical conclusions arrived at as a result of the discussion of very complex questions, by all the parties interested in their different phases.

The result of such discussion is invariably a compromise, adjusting as far as possible the interests of each.

The union of the various branches of industry places at the disposal of our Tariff Committee and Executive Council such facilities for determining the essential needs of the various industries that the endorsement of the Council of the Canadian Manufacturers' Association cannot fail to weigh heavily with the public, and, in the light of the enormous interests involved, will not be lightly set aside by our Government (hear, hear), so long as we strive faithfully and loyally to learn the true bearing of these questions, which are of the greatest interest to the entire community.

Speaking for those whom you have to-day chosen to lead in the great work of the association, I venture to say that we feel most keenly the responsibility attaching to the faithful discharge of our duty to the membership and the industrial community, but we are cheered by the knowledge that there is behind us so vast a store of material that the possibilities of our Dominion, as a manufacturing country, are so tremendous, that we go forward to our duties full of confidence and hope. And while those vast stores of material are at our disposal, so do we long to see more and more labor employed in the manufacture, the transportation and the exportation, too, of the products of such materials, and so also do we desire all Dominion manufacturers to band together under the banner of the Canadian Manufacturers' Association, to devise measures for removing hindrances, for raising the standard of excellence, and, generally, for the greater material advantage of the country of which we are all so proud.

I have the honor to couple with this toast the names of the Hon. Mr. Fielding, Minister of Finance, and the Hon. Mr. Patterson, Minister of Customs, to both of whom our Executive are ever indebted for a patient hearing of the troubles that perplex the manufacturer. (Prolonged cheering).

HON. W. S. FIELDING, Minister of Finance

Hon. W. S. Fielding was very heartily applauded as he rose to respond to the toast. Mr. Chairman, Ladies and Gentlemen—I thank you most sincerely for the very kind manner in which my name was associated with this toast. This important toast was ably presented and was very cordially received, and I do think I have some difficulty in knowing exactly how I am to associate myself with the toast, perhaps more difficulty than some of the gentlemen who preceded me. I have had a little experience in cabinet making, but it was in a very small sphere, a little province down east, and therefore I have not even the excuse of Sir Wilfrid Laurier, who has been a cabinet maker, nor of my friend Mr. Borden, who expects to be a cabinet maker at some distant date. I believe the interests of the Manufacturers' Association are and ought to be seriously considered by the members of the Cabinet, and that we ought to do all that we can for the manufacturing interests of the Dominion of Canada. I want to thank you very sincerely, Mr. Chairman and members of the association, not for the opportunity of making a speech—I would gladly pass that over to some of my colleagues who like it better than I do—but I want to

thank you for the opportunity that has been given me to meet so many of the industrial life of the Dominion of Canada. I think I shall hold as the most valuable experience in my public life the fact that my official capacity has given me an opportunity time and again of meeting the men who in one capacity or another are controlling the capital, the skill and the labor which make up the great industrial army of Canada. I am afraid that our acquaintance has not always been mutually agreeable. I am afraid that even in this room to-night there may be one or two people who have come to Ottawa and submitted something to the Minister of Finance, which was not acted upon. (Hear, hear). I remember a western city. There was a good deacon who edited the newspaper; a good religious man who always wanted to do the right thing. Sometime or other he managed to get a disagreeable paragraph in the paper, and the people would enquire, and find out that it was not the fault of the deacon, but of his wicked partner. Well, I think in this business, as between members of Parliament, ministers and their colleagues, there must be a wicked partner to blame, and that is why they have a Minister of Finance. (Laughter). I have no doubt

there are many members of Parliament who could play the role of the good deacon. They will say "we would like to do it for you, but the Minister of Finance stands in the way."

THE TARIFF.

In relation to the great manufacturing industries, I will say that the question of tariff must be one of compromise between extremes. There are men whose views on commercial questions would lead them to place the tariff so high that serious trouble would come because it would arouse such hostility in the great consuming mass of the country that there would be no chance of that stability of tariff which we desire and which my honored chief spoke of to-night as being of so much importance. Then there are other men who would carry their theories of political economy to such a point that they would discourage industry, and interfere with legitimate interests, with—I might almost say—vested rights. We stand for the happy medium between these extremes.

A friend whom I met here to-night, an honored member of your association, said, "I want the tariff to be out of politics." So do I, nay more, I venture to say, and I hope I can say it without

going beyond the line which no man should pass beyond at this non-political union, but I hope I can say that the tariff is largely out of politics to-day. (Hear, hear), and that if you will take the trouble to read the discussions at Ottawa you will come to the conclusion that there is not much difference of opinion between the two great political parties in Canada upon this great question. Both parties have had to yield up something, and as a result we have to-day a tariff policy which may not be perfect, but which in the main is helping out the prosperity of this Dominion. And I am glad to be able to say that in helping out the prosperity of the Dominion in general, it is helping out the manufacturing interests.

I venture to hope that as the years roll on the tariff will, to a large degree, be kept out of politics. I know how difficult it is to keep it out. I know how difficult it is to allude to the matter here to-night without passing beyond the ground which one should occupy. I believe it would be a mistaken policy for you to attempt to establish a tariff policy in this country which would antagonize the great consuming masses of the country. If I should turn over the business of making a tariff to a committee so intelligent and able as the Tariff Committee of the Canadian Manufacturers' Association, I should find you differed among yourselves. (No, no, no).

Well then, my friend gave me erroneous reports, for I may tell you that he said you had almost as many differences as we have in Parliament, but even if you were able to agree, if you should agree on a common policy, then you should remember that there are several millions of this country not represented at the convention, and it would be a difficult thing to

get them to agree to a common policy on the particular goods in which you are interested. Not only in the interests of the country generally, but also in the interests of the manufacturing industries themselves, it is necessary to avoid these extremes, which are sure to cause trouble.

A Voice.—“What about the woollen industry?” (Cheers).

Mr. Fielding.—I do not think, Mr. Chairman, it would be wise, upon an occasion like this that I should attempt to discuss any particular industry. (Hear hear. Cheers).

HOME MARKET.

I have a theory on this tariff question. It is not new, it is older than I am. It is to fill up the vacant lands in the Northwest. Give us land, not empty, but filled with prosperous and patriotic farmers, and this is the best policy for encouraging the manufacturing industries of this country. (Hear, hear). I hope and trust, sir, that that policy, which all parties in Canada are committed to to-day, will be carried out, and that we shall find that in the building up of the manufacturing industries we are building up also our common country. (Cheers).

HALIFAX HOSPITALITY.

I want to say how pleased I was to hear the suggestion of my friend, Mr. Ellis, to-night, that you were going to move down by the sea. This association met a year ago in Toronto, and this year they meet in the great city of Montreal, and next year they are going to move down east and make a visit to Halifax. There is a story told of a little railroad down east about four miles long the president of which went to Mr. Van Horne—he was not Sir William Van Horne then—and asked for an exchange of courtesies,

that meant an exchange of passes. Mr. Van Horne went to look for the railway on the map, but the man said: “Don't look for my railroad on the map, it is not there. It is not as long as yours, but it is just as wide.” So I want to say to you that the city of Halifax is not as big as the city of Montreal, but you will find that the heart of Halifax is warm, and Haligonian hospitality is as broad and generous as that of Montreal, and what stronger compliment can I pay it?

PRACTICAL PATRIOTISM.

I have one thought further to add, and I will close: You may differ as regards the policy of governments in relation to manufacturers in Canada. You may have a difference of opinion as to this, but I want to say to-night that I believe the people of Canada have not done their duty by the private purchase of the Canadian manufactured articles. It is a misfortune that we should still hang on to the old idea that a thing must be better if we will only bring it from a distance. I know how prone people in Canada are to buy foreign goods, not because they are any better, but because that seems to be the right thing—to buy goods that are imported.

Our Gracious Sovereign, on the occasion of the coronation, has expressed the opinion that the people of England should honor the coronation by dressing in the products of English mills and English factories. Let us take that hint to heart. No matter what governments may be, they are sometimes better, sometimes worse, let us show that we are loyal citizens, loyal to the factories of the country by purchasing Canadian goods in this coronation year, and that we are voicing the feeling of every loyal and patriotic Canadian. (Prolonged cheering).

HON. W. PATTERSON, Minister of Customs.

The Hon. Mr. Patterson was received with applause, three cheers and a tiger being given for him.

Gentlemen,—I would desire to return my thanks for the kindness of your Association in asking me to be present to-night.

I suppose in reference to myself I may claim to be in a measure associated with you, for my business life was pretty much the same as your own, to a certain extent. I put into it what money I was able to gather and what money I was able to borrow (laughter), I put in a manufacturing enterprise. Not very large; I am out of it now altogether, not that I did not like it, but because the country—not unanimously—asked me to take charge of that Department of the Government, perhaps the most beloved Department of the Government, where at the different

public places throughout the towns and cities of the Dominion, courteous gentlemen sit and politely take from a grateful and contented people their willing offerings for the maintenance in this country—I accepted that position, and I am out of business, but my heart and feelings are with the men I know. I know the trials, troubles and difficulties of those who are engaged in business, of those who are engaged in the manufacturing industries of this country, and I have sympathy, therefore, with you.

GOVERNMENT STATISTICS.

In that Department over which I preside there also devolves upon us the duty of preparing statistics of the trade and commerce of the country. These you must recognize as being of great importance, especially to gentlemen who

are engaged in like pursuits with yourselves, and I might say this, that it was when you strengthened the hands of the Department of Customs that they felt emboldened to ask the Government to consent to the expenditure of many extra thousands of dollars for the purpose of collecting statistics with reference to the trade and commerce of this Dominion. My colleagues agreed to it, Parliament sanctioned it, and with this expenditure, we have been enabled to secure and bring within the reach of the people of the country statistics of the trade and commerce of the country month by month. Perhaps once in a while, through pressure on the Printing Department at Ottawa, they may not be able to get the volume out in the succeeding month to that for which it is compiled, but, barring odd cases like that, you can now become

possessed of (and it was because you asked it yourselves that the request was granted), you can now become possessed of this information every month.

Canada to-day gives detailed statistical information month by month better than any other nation on the globe. (Cheers). These statistics are of value, and any of you, who may not have as yet availed yourselves of the information contained in these volumes, as live business men, will find it to your advantage so to do in the future.

DEVELOPMENT.

Our foreign trade, as you will recognize, is progressing wonderfully. I noticed in the very excellent speech of your very excellent President, that you are a people who have faith in yourselves. You seem to have confidence that you will hold your own markets, but you are also feeling for other markets, and you seem to be determined to go forth and include those markets within your own. We have had our national stock-taking this year, we take it only every ten years; our balance is not struck yet; we cannot tell what the result may be, but, from what I have been able to see, I cannot bring myself to believe that there has not been a wonderful gain in the domestic manufactures of this country.

Your ex-president, in his admirable address, made many points that I wish to corroborate. He pointed out to you that our statistics, compiled under the head of "Exports of Manufactures," did not comprise all of what might fairly be classed under that head. But we follow a rule that has been adopted, and which has worked fairly satisfactorily. There

are large industries, which are congregated in certain districts. Take, if you will, that vast and important branch of the export trade, the ham and bacon trade of Canada, in which Canada, I believe, is standing among the first nations of the world. We have nearly ten or eleven millions credited annually of exports of raw material; but if I might say so, there are large factories employed in the curing of ham and bacon for export, as was pointed out with reference to our lumber sawn ready for use. These certainly cannot be classed under the heading of raw material, since, as I have said, large factories are included in their preparation.

We find that twenty years ago, there was a little over three million dollars' worth of manufactured goods exported. During the past three months, July, August and September, you have nearly a quarter of a million dollars more than you had on the average of those five years; and it has gone on year after year increasing and increasing, and, therefore, I have the very greatest hopes for the manufacturing industries of this country; I have the very greatest sympathy with them, I recognize the difficulties that surround them; I recognize what it is, what they are worth, and what the value of them is to the whole country; and I do not forget, nor do you forget that there are other industries in the country, that there are other classes whose interests have to be considered, and it is the bounden duty of the Government to consider the interests of all classes on all subjects. (Cheers).

I think we may say, and it is not in

a spirit of pride that we are to-day one of the foremost people in the world in regard to the progress of our industries, when we suffer ourselves to go back a little bit in the past, and see how the trade and commerce of this country has progressed, and how we have established a foreign connection with many lands, when you recognize the interests of our vast internal trade and commerce that is supplied from one part to another of this great country from ocean to ocean. This I say is doing much to open up the different provinces of this country, and we may look back with pride to what we have done, and we can look forward to an ever increasing foreign trade with the other nations of the world. When I tell you that last year our foreign trade was on an average of seventy dollars per head, while the great Republic to the south does not do one-half that much per head, I would say that the manufacturing industries have been tested, a test has been placed upon them, and they have replied to it.

The manufacturing industries have been tested and the toast has been received, and has been replied to by my colleagues, whose presence here to-night I am sure you will recognize as being proof of their thorough sympathy with you, and with all the other industries of this great Dominion—for, after all, let us be Canadians in all that we are; we want Canadian people devoted to our pursuits, devoted to the manufacturing of our goods, so that we may every one of us see this loved Canada of ours grow to be a more united and a more prosperous nation.

MR. HENRY MILES, President Montreal Board of Trade, CANADIAN COMMERCE.

Mr. Chairman and Gentlemen.—A difficult task has unexpectedly fallen to me through the regrettable absence of the Honorable Senator Drummond, who has at the last moment, been prevented from being present. Under the circumstances, I will only briefly address you, increasing thereby the pleasure that is in store for you in listening to the honorable gentleman with whose name the toast is coupled.

This gathering is itself a grand tribute to Canadian commerce, and there is little left but to hear from our Montreal representative in the Cabinet—the Honorable the Minister of Public Works, who has so much to do with the practical questions of transportation.

You have heard a great deal of interesting things in regard to the commerce and manufacturing industries of the Dominion. You have heard in the most elo-

quent terms of the resources of our great country. Delightful to the ear of every Canadian are all these references to prosperity—to past and present successes, and to the future we may all look for—Canada has never been as prosperous and never indeed before could we so confidently look forward to further success and pre-eminence in commerce as we can to-day.

A gathering such as this affords our distinguished statesmen a fitting opportunity to add cheer and encouragement to all we feel and know is real in the business of the country to-day. They have availed themselves of it, and we will all feel better with the avowals made touching the stability of the fiscal policy—durability of the tariff in the main, and the removal of some, possibly of all, of the little spots that only dim the tariff's perfection. The sun and its spots furnish

the simile with one speaker, but we will perhaps in plain words only suggest rectification of slight imperfections or errors—that affect some disadvantageously—at an early opportunity.

We have had pleasure too in listening to Lord Strathcona, who has honored the banquet with his presence to-night.

I will depart from the course of those who have addressed you already. I will say a few words as to the wants of Canadian commerce. We have much indeed to be thankful for, much to feel proud of in our commercial achievements, and from which none would wish by words to detract. We will look for even greater things in the future, and in that view we can consider what will contribute, what can contribute to that end. The question of transportation is the subject of greatest consequence. Within that question is largely involved the future of our

commerce, when we look at it with the thought of measuring its increase. For increase it must, if we do not neglect the natural opportunities that present themselves.

We have heard the Honorable Minister of Customs speak of his readiness to receive the tributes of the importers at the various ports of customs, and that touches the subject in mind. We want to see as much as possible of the revenue devoted to the improvement of the channels of commerce. The River St. Lawrence, that passes our doors—that furnishes a grand national highway from the West—from the Great Lakes to the ocean—given to us by Providence—requires the attention of the Government. Requires the expenditure of large sums of money to improve and make safe as a line for the transportation of our produce and manufactures to the markets of the world, and for the bringing to our cities of the imports for our merchants and manufacturers.

The question of transportation requires to-day a master hand. We look to the Hon. Mr. Tarte to continue his activity on this question and wish indeed success to his efforts. I would ask him in responding to this toast, to speak of our inland waters—the western waterways—the French river—of the national harbor of Canada, and of improvements con-

templated between Montreal and the sea. We want to hear something from him as to what may be done in the near future towards the improvement and development of the natural transportation route passing our doors. I was delighted to hear the remarks at a meeting of this great association, made by its retiring president. I was delighted to hear this representative gentleman from the city of Toronto state that he considered that every dollar expended on the harbor of Montreal was money spent in a national interest. (Cheers). There are many wants that the manufacturers of Canada might tell you about, but it would not be fitting upon this occasion to go into items or details in the direction of the tariff.

We have sympathy with the cry of the woollen industry. We have sympathy with the present position of that industry, and I feel sure from what I have heard to-night, that the Government will lend its careful consideration to that important interest.

While this is not a small matter, still I trust that when the question of rectifying the small inaccuracies or the small defects in the magnificent tariff of the Hon. Minister of Finance seems appropriate this may be included in the list of alterations to the advantage of the manufacturer.

The manufacturers of the Dominion are fast becoming as important a factor to the country as the farmer, and where the dual interest can be assimilated—where the greatest producers and the greatest consumers as well can be joined in a common interest, the Government can amend the tariff rule of "happy medium" in such instances for the country's best interest.

Gentlemen, I will not detain you longer, I am sure that you are all anxiously waiting to hear from the Honorable Minister of Public Works. I am sure that he will have your most careful attention, for it is our hope that his words will convey to us cheery encouragement on the great question I have referred to—transportation and our national waterways.

I thank you, Mr. Chairman, for giving me an opportunity of saying a few words to this great Association this evening. I am delighted to be present at this magnificent banquet, and happy in behalf of the Montreal Board of Trade to be able to offer one word of welcome to those gentlemen who have come from all over the Dominion to meet in Montreal to-day.

I give you, gentlemen, the toast "Canadian Commerce."

HON. J. I. TARTE, Minister of Public Works.

Mr. President, Ladies and Gentlemen,—How can anyone help loving Canada? Point out to me a land under the sun more resourceful, more capable of development, of progress, of happiness, than this country of ours. We are abundantly supplied with all the raw material necessary to fill up a nation, we have only to trade our raw material in the proper way to make our future great. The treatment of our resources is the most important factor of trade principles. Shall I be accused once more of being a "Confounded Protectionist," if I say that openly, as I generally try to say things, that the main dogma of my political creed is "Canada for the Canadians?" (Hear, hear). Canada for the Canadians, and for those who want to become Canadians. (Cheers). Let us apply that holy principle to the political questions that we have to solve, let us be Canadians on the transportation question, let us be Canadians on sea, let us be Canadians on land, on the Great Lakes, let us be Canadians everywhere. You will tell me that we are Canadians. Let us show that we are Canadians. (Hear, hear). We have devised a policy for the encouragement of the iron industry, for the lead industry. Is it not possible for us to take counsel together, to have a

free exchange of views together, and to devise a policy that will be conducive to the building of Canadian bottoms for Canadian trade? Let us equip our harbors, deepen and widen our rivers (cheers), from a Canadian standpoint. I am one of those who are ashamed when I find that out of over 40,000,000 bushels of Canadian wheat that we will grow this year, not ten millions will be carried through Canadian channels. This is altogether because we have not been in the past so Canadian as we should have been, because we have not faced the question as it should have been faced. Is it possible or not that we should have Canadian bottoms, is it not possible to have Canadian bottoms built in this country? I say decidedly, yes. (Cheers).

Is it possible, or not, to equip harbors and rivers? Mr. Miles has invited me to speak on that topic, but it is late to say everything I would like to say. But I have no hesitation in saying that I do not think I am responsible for what has been done in the past. I am responsible now. I feel that I am right now, that we ought to encourage Canadian trade through Canadian channels, we have not done our duty in the past, we have built railroads and have neglected our waterways, we have neglected our harbors, we

have neglected the harbor of Montreal. (Hear, hear). I would have a lot to say on that harbor, because I love that harbor. Permit me to say one word. Since I took office, I have endeavored, with the friends of both political parties, to do the best I could. It was a difficult job to make everybody work, but after all we are not doing so bad, the work is going on; a great harbor cannot be built in a day, it takes time; the harbor of Montreal is being built to-day—you will have that celebrated elevator. (Cheers). You will have it all right; I will try to make it stand on its legs, that is all I want to do. Provided it stands on its legs, I am willing to say; "God bless it."

I say let us be Canadians in our customs laws, let us stand by Canadian capital, let us stand by Canadian industry (hear, hear); let us stand by our Canadian manufacturers, (prolonged cheering); and we shall, therefore, in every sense be standing rightly. We shall be standing rightly for the laboring classes, for the farming classes, for the manufacturing classes, for we ought to be one, and we are one. They are all of them Canadians. (Hear, hear).

I am one of those who would not like to be defeated at the poll at the next election, (hear, hear, laughter and ap-

plause), because it would be hard for a time, but I am not one of those, also, who are afraid of having a right tariff for this country. I know that it will be said that I am the "enfant terrible," of my party; I am the enfant terrible; I think it is better that way. Now, is this a country able to stand on its own legs? (A voice, yes).

Are the people to depend for all time upon the United States of America, our neighbor. Our friends on the other side of the line have raised a wall against us, they show no disposition to lower it, and if I am not mistaken, sir, I would say that they take us by the throat every time that they can. Now, I want to know why our Canadian custom laws are not to be just as self-protecting as theirs? I have not been able to see, for the life of me, why our laws should not be as protective as those of the United States. We want to advance; I do not care much about words, I care less about theories; theories and words have given precedence to circumstances, and I say these are circumstances which we have to confront.

Now, I say why should the Americans invade our markets? I am speaking now of the woollen industry, and I will speak of no other. They should not invade our market, if we can sell to the consumer just as cheap as the American, and I want to know why we cannot. I am not discussing the tariff in detail, I am laying down principles. I say that the first principle for an individual, as for a nation, is to defend himself. (Hear, hear). In speaking, as I do, I know I am speaking with the very large majority of the Canadian people.

Now, do not believe, gentlemen, that I belong to a Government where everyone takes just the same interest. My friend, the Minister of Finance, has very rightly stated that questions of this kind are generally settled by compromise. I have been brought up a Protectionist—in the Protectionist School—and I have not renounced my faith (cheers), and I do not mean to renounce it (renewed cheering).

The Right Hon., the Prime Minister, is a cabinet-maker of the first rank, and if I were ever to have a Government I would try to have all the shades possible represented. You have no idea what a cabinet meeting is like—people fighting like blazes at times. (Laughter).

I have been invited to speak on the French River, but I do not intend to have a ministerial crisis as soon as I get back. The Ministers think that I am spending too much money, and I find that I am not spending enough, that is the difference between us. I am a firm believer in the future of this country, because I have tried to know it. I have travelled a great deal—not enough—a public man, any public man, who wants

to do the right thing, must travel a great deal. This country is so vast and so great—well, I have been jumping from one place to the other, from one ocean to the other, and I find every day that I do not know Canada—it is an immense country, full of resources of all kinds. As I said a few minutes ago, we have everything that we want to make a nation, let us try to understand that we are just as good as our neighbors on the other side.

A UNITED CANADA.

Would you permit me to add, once more, let us be Canadians, let us cultivate a national feeling, let us be proud to be Canadians, let us cultivate friendship, harmony and union between the different nationalities that inhabit this great land of ours. (Cheers).

It may be that at election times we make fools of ourselves, but that does not last, and when we look at it face to face, we find that we are not two people, and we cannot fail to find that we are bound to live together, French, English, Roman Catholic and Protestant, we are all built of the same thing, and I do not think that when we die and go to heaven, God will ask whether my mother or my father were French-Canadians, or whether they were English. He will ask whether we have been right, whether we have tried to do right and He will judge us not by our origin, but by our deeds. (Cheers).

This country is an important one, you have signified your intention of going to the Maritime Provinces; it is well that the manufacturing interests should educate the nation from one end to the other. It cannot be denied that there are, in some parts of the country, prejudices against such large manufacturing concerns, such large interests as you represent, but you will admit that there are prejudices against the best things and at times against the best men. (Hear, hear).

Preach the gospel of progress all over this land, and you will have accomplished your part of the task that all of us should try to accomplish to the best of his ability. (Prolonged cheering).

D. F. MONK, M. P.

TECHNICAL EDUCATION.

Mr. Chairman and Gentlemen.—Since it has been my privilege to be in public life I have never attended a gathering of this kind, so important, so representative in its nature, and I thank you gratefully for the kind invitation extended to me to be present here this evening. You have also honored me greatly by inviting me to propose such an important toast as that which is set down opposite my name. In all the great countries, where industrial progress has been the object in

view, the first and foremost effort has been made in the extension and development of technical education, without which industrial progress has been recognized as almost impossible. (Cheers)

EDUCATION.

I regret that in our own country that branch of education has been for a long time neglected. We have a magnificent inheritance, we have a superb country, with the richest of all resources, but the sacrifices which our people have had to make when attending to the ordinary business of life, have caused us to neglect perhaps more than we had a right to do, that most important of all the industrial elements, "Technical Education." But I am pleased to say that we have recognized it within the last few years, working upon the traces of those who in other countries have set to establish upon a proper basis, such an important branch of education. We have given our attention to it here in this very city of Montreal, where we have found a man, one of yourselves, a manufacturer, who has been kind and generous enough to endow with remarkable generosity that particular branch of education in that grand university, which is so capably represented here to-night by the gentleman on my right, (Principal Peterson, of McGill). The gentleman that I refer to is Sir William C. Macdonald, one of the honorable and public-spirited gentlemen, whom we consider it an honor to have amongst us. He has done so much to endow this institution of learning, and we cannot be too grateful to him, nor to men of that public spirit.

In our own city, if I may use that expression, we have another university with which I am closely connected, and if we have not had the good fortune of having such benefactors, I may say, and I am sure that you will receive the news with pleasure, that we have not neglected that important branch of education, and we are anxious to give every possible development to that important part of what I may call the very basis of industrial development in our country. And in the polytechnic school, which is attached to our university, if we have not had the advantage of such good benefactors, as are to be found at McGill University, we are deeply interested in that important branch of learning without which it is impossible for the country to prosper along the lines of industrial progress.

ENCOURAGEMENT TO HOME INDUSTRIES.

But, sir, if we do find given to that most important branch that attention which it should have, we will always have amongst us men who are capable of giving to those who are brave enough to place their capital in the industrial de-

velopment of the country, that help, that support and that advancement without which they cannot prosper. We must at the same time give to the industries themselves—that is, to those who have invested large and important sums in the development of those industries—every assurance that under the legislation of our Canadian Parliament they will receive that large measure of protection to which they are entitled. (Hear, hear).

There are two kinds of politics; those which seek personal advancement, and also the nobler kind which reconciles men to make those sacrifices which they are called upon to make, willingly.

A PARAMOUNT QUESTION.

Speaking as a member of the House of Commons, I beg to assure you that you represent a very large interest, identical with the interests of the consumer, with the interests of the agriculturalist. My Right Hon. friend, Sir Wilfrid Laurier, has said that during his long political career he has heard the question of the protection of your interests discussed almost incessantly in Parliament. Is not that a proof, gentlemen, that that question is above all the one that is capable of giving to the country the development of its great natural resources? that it is a paramount question? And, although at the same time My Right Hon. Friend has said that we cannot expect the sun without spots, I would say that we must endeavor to make that sun as spotless as possible. (Hear, hear). Although it is a long time since I have studied astronomy, I read somewhere that these spots tend rather to become bigger than to decrease in size. Under these circumstances I cannot agree to the principle, I cannot agree to the statement that the tariff question, which interests you so deeply, is a question altogether out of that nobler politics, whose object is continually to increase the prosperity of this country. (Hear, hear).

"CANADA FIRST."

We must be ready for every emergency; we must not have the manufacturing classes the privileged classes, but, I think, that in view of the great risks that they run, in view of the great courage that they have ever shown in the development of the country, that we should have for our continuous object to satiate their wants and to give them every measure of protection that reasonable legislation will secure. Not very long ago, I heard the Manager of the Bank of Montreal tell us that it was time for us to observe the trend of trade if we are going to expect a continued prosperity, and he pointed out, if I remember well, one industry in particular, the woollen industry, which was not in the state of prosperity which everyone would wish. Under the circum-

stances I believe that with that industry, as well as with any other industry, we should have as our paramount and leading principle "Canada First." (Hear, hear).

We have here a vast commonwealth, an immense territory which is just on the dawn of its development, we have been charged with the development of that country. We are here living under a shadow, under the great protecting shadow of that great flag of Great Britain (cheers), and it lies with us to see that these vast territories that have been so freely trusted to us by the Mother Country, are properly developed. This is in conformity, I think, with the principle that we should give every care to that industry, under which these great dependencies are being developed, and I question very much, as a loyal subject myself, when the interests of manufacturers in Great Britain come to clash with our own manufacturing industries; I question if we should not be unfaithful to that great trust if we do not first and foremost consider the interests of our own people. (Cheers).

I regret that I am not able, as a manufacturer, to follow more closely in Parliament the Bills from the industries you represent, because I feel that I would be in a better position to advocate and help to get justice for these interests.

I will propose the toast of the "Technical Education," accompanying it with the names of our very distinguished guests, President Loudon, of Toronto, and Principal Peterson, of McGill, Montreal.

PRESIDENT LOUDON, UNIVERSITY OF TORONTO

Mr. Chairman and Gentlemen.—My first words must be those of hearty thanks for the honor of being a guest on this splendid occasion, and for the privilege of saying a few words on a subject which has occupied my attention for very many years—the subject of technical education. I am pleased to know that it is unnecessary before the members of this association either to explain the subject of technical education or to insist upon its importance.

It is to be regretted that outside of this organization there has been a very slow development of interest, even in the universities of the world, in favor of technical education. I recall the statement of an eminent mathematician in that great seat of learning, Oxford, that eminent mathematician, Professor Sylvestre, who once thanked the Lord that he taught a subject which could not be turned to any practical use. (Laughter).

Even in Germany, the home of technical education, the movement has been

one of very slow growth. To illustrate this point I may recall part of a story relating to how Liszt, the celebrated musician, got his degree at the University of Königsberg. Liszt, some of you may know, used to be received like a prince. When he arrived and played before the Faculty and students at Königsberg, the faculty, as well as the students, wanted to grant him some courtesy, and the Faculty decided almost to a man that he should immediately be made a Doctor of Philosophy of the University, but unfortunately there was an old philologist in the Faculty who stood in the way, and they thought that it would be worth while trying to sound him. The old man said, "Why not give Liszt the doctor's degree, when a short time ago you gave it to even a chemist." (Laughter).

TECHNICAL EDUCATION IN GERMANY.

Now, gentlemen, since those days the chemists have fared somewhat better in Germany, and the degrees have been showered upon them by the thousand; even higher honors than the doctor's degree have been conferred. They have, moreover, multiplied rapidly since that time, at the present time there are, it is estimated, in Germany, in the employ of manufacturers and others, about four thousand five hundred technical chemists, which all goes to show why German chemicals rule the markets of the world. There are in like manner enormous numbers of electricians, metallurgists and other technical experts who have made the German manufacturer prominent all over the world. In addition to these four thousand five hundred chemists within the German Empire there are outside of Germany, in the employ of foreign nations one thousand chemical experts. And we all know that a few of these find employment in Canada—very few I am sorry to say, very few experts of any kind. But, might I express the hope that in future when additions to their ranks are required, that the Universities of Canada will be applied to to supply some of these technical experts, in order that we should not in future find that they all have the same origin, "Made in Germany." If I may say a few words more I will conclude my subject. It is an important subject, this of higher technical education.

Let me congratulate this association on the strength and vigor of its organization, we, as Canadians ought to be proud that we have such a body of men in our midst to turn their talents to such practical uses as every one of you has done, and I think I may safely say that the manufacturers have built up a trade which will develop and progress—and will do as much good if not

more to Canada than all the oratory that has been rained upon us during the century through which we have just passed. (Cheers).

PRINCIPAL PETERSON, MCGILL UNIVERSITY.

I must limit myself simply to thanking you for being good enough to connect my name with this very important toast, "Technical Education," and also for your very cordial reception to me personally. I do not come here as a manufacturer, although we have a considerable "annual output" at McGill, but I like to stand with the manufacturers and with the leaders of trade and industry, especially when they are prosperous, and when they have at their bankers a larger available surplus than they can possibly utilize in connection with their private expenditure.

It makes me rejoice when I see education and commerce stand side by side on your toast list—in fact, the two toasts might easily have been joined, for technical education, in these latter days, has become nearly a department of commercial enterprise. Education has benefited in the past from commerce, and we hope that education, and especially technical education may, in the years to come bestow some benefits in return on commerce.

I am not going to say a single word about German enterprises, save that before German enterprise, in connection with technical education, every other nation fades into comparative darkness.

In the Old Country they are now only beginning to realize that it is not enough to educate the rank and file of the workers, but that to build up those who are to be the leaders of industry is even of more importance.

Here in Canada, we have been—thanks to the private munificence of several gentlemen well known to you all—able to do a great deal. In Canada there is a heresy that Government aid should be limited to elementary education. The result of this is that to-day, while Great Britain is spending not less than thirteen millions of pounds, we spent only one hundred thousand pounds in that system of education in which you are interested, while Germany was spending not less than twenty-five millions of pounds sterling.

Now, thanks to private munificence we are doing something here in Canada. I do not want it understood for a moment that Montreal or McGill is all Canada, but McGill was mentioned, and I am glad that McGill was mentioned. One of Lord Strathcona's recent benefactions was that by which he gave to science a

very important help, in our medical department.

In regard to Sir William C. Macdonald, I shall sit down by reminding you by analogy.

In ancient history we read of the Emperor Augustus that he found Rome of brick and left it marble. Sir William C. Macdonald found McGill—Well, McGill, and he is leaving it Macdonald. (Cheers).

C. A. BIRGE,

1st Vice-President of the Association

SISTER ORGANIZATIONS.

Mr. Chairman and Gentlemen.—Before proceeding to the toast which you have so kindly assigned to me, there is a matter of interest which I would like to refer to briefly, and that is the hospitality which we, as an Association, have received at the hands of the citizens of Montreal, first in the reception tendered to us yesterday by the Mayor, as representing the city, and secondly, this magnificent banquet tendered by the local manufacturers of the Association's branch in Montreal, to the outside members of the Association. (Cheers).

I have been for twenty years past associated in business with some citizens of your city, and I will tell you that in a business way or in a social way I have never known them to undertake anything that they did in a small way, and to-night is only another exhibition of their large-heartedness. They have carried it out heartily, and they have set the city at high water mark for our friends from Halifax, or wherever our future meetings are held.

The toast which I have to propose, will meet with the approval of this entire convention, I refer to the toast of "Our Sister Associations," composed of men who stand high in the opinion of their fellow-men, of men whose aim and object has been to advance the interests of this great Dominion of ours, and their own as well. (Laughter).

When the Pilgrim Fathers landed on the shores of New England, they had a tough proposition, and they found it necessary to encourage each other by the idea that they had landed in a rich country. That idea was so much inculcated in them, and in their children, that it has come down from those days to the present, till they have almost succeeded in convincing the rest of the world of the truth of what they have preached, and taught and sang, about theirs being the greatest country on this earth. While we have not the population they have, and while we have not yet developed the resources of our country to the extent

they have, we have as large a country, as immense resources to develop, and just as great possibilities for the future as they have in the United States.

I was glad, sir, when our ex-president touched a high key-note to-night along this line, and still more delighted when the Right Honorable, the Premier, followed by his Ministers, touched a still higher key-note in the motto "Canada for Canadians." And I trust, as a member of the Manufacturers' Association, that the task of finding and upholding in the markets of the world, the great industries of this Canada of ours, will be taken up by the sister organizations, and by loyal sons and daughters, that we may show that we have at least one of the greatest countries on the face of this earth. (Cheers).

Mr. Chairman and Gentlemen, I give you the toast of "Sister Organizations," and couple with it the names of L. E. Geoffrion and George Hague. (Cheers).

L. E. GEOFFRION,

President Chambre du Commerce.

Mr. Chairman and Gentlemen.—It has been a great pleasure for me to be present at your glorious banquet; allow me, Mr. Chairman, in my capacity of President of the Chambre du Commerce to thank you most cordially for your kind invitation. The institution I have the honor of representing here to-night was delighted to hear that you had selected our city as the meeting-place of your Association. I am sure that great good results will be the outcome of it, and it gives me great pleasure to state that we have now one of the best opportunities of becoming better acquainted with each other than we have ever had. (Hear, hear).

If you will also permit me to remark that it is associations such as this that are responsible for much of the great progress of our country.

Now, gentlemen, allow me to call your attention to our great city of Montreal. Permit me to say that we have hydraulic power practically inexhaustible in this part of the Dominion, and we invite you most earnestly during your stay here, to look around and see if there are not some advantages that we can offer you.

The idea of federating associations in Ontario, and Quebec especially, will result in a great benefit, and as I look at this large and representative gathering, I cannot help but think how gratifying it would be for me if I were a manufacturer, but unfortunately that is not my lot.

I thank you most heartily for your kind invitation to be here, and to say a few words to you.

GEO. HAGUE,

Hon. President Canadian Bankers' Association.

Mr. Hague also responded to the toast of "Sister Organizations," on behalf of the Canadian bankers, and went in some detail into the close relations existing between the manufacturing institutions and the large banking and financial establishments.

As Mr. Hague was at such a distance from the reporter, it was impossible to get a verbatim report of his address.

A. E. KEMP.

CITY OF MONTREAL.

Mr. Chairman, Sir Wilfrid Laurier, and Gentlemen. — While acknowledging the great honor you have done me in asking me to propose this toast, I won't make myself unpopular by extending my remarks to any great length.

It gives me great pleasure to propose this toast, coming, as I do, from the city of Toronto, a city which is sometimes looked upon in a fashion, as being perhaps a friendly rival for supremacy in commercial matters. I look upon the city of Toronto, the city of Montreal, and other large cities in the country as great national cities. (Hear, hear). Cities which are large manufacturing cities are necessarily national enterprises.

The merchant's business is a business of importance, and yet it is not quite the same as the manufacturing business, because the merchant does a local business around the centre where he is located, but the manufacturing industries of the country stretch from ocean to ocean; their representatives are to be found in every province, and in every town and village of the country. Therefore, I say, it is only a friendly rivalry so far as Toronto is concerned, and if this whole country prospers, then the city of Toronto and the city of Montreal, and the other great cities will prosper.

I am here to-night to propose a toast as one of the visiting delegates. A great many of the visiting delegates have said to me: "Now, when you propose this toast, do not forget to express our gratitude," and I do not want to overlook them in any measure whatever, I feel proud of Montreal for the way in which she has treated the visiting delegates to this meeting, for the way she has managed the whole affair, thanks to the Montreal manufacturers, to whom we are indebted. We are not jealous of Montreal, so far as Ontario is concerned. We look upon Montreal as being a great national port, the great port of this country. We are glad to see the public money expend-

ed upon the port of Montreal (hear, hear), for we feel that if the port is not developed, we cannot get those reasonable and fair freight rates we are entitled to get. So I hope you will go on and develop your port, and I believe that the possibilities of this port are far greater than any of you have imagined. I think that you have developed the harbor of Montreal, and I hope that you will continue to do so, and you will find that you will occupy all this vast stretch of harbor accommodation with the commerce which grows up in this country. Montreal is the centre of the great manufacturing industries, the head of ocean navigation. Last night, coming into the city just before eight o'clock, I noticed the electric lights, which seemed to me to be almost part of the decorations, to receive the Duke of Cornwall and York and his wife. (Hear, hear). The hundreds and thousands of windows from which electric lights shone, which gave light to the artisans in order that they might earn their living, and remain in the country, instead of going to the States to manufacture goods, to supply us here. Now, I remember the time when not one of these factories were there, where there was not one out of the hundreds that are in existence at the present time. They exist also in Toronto and the other cities in the same way. I hope that it will be the policy, whatever Government is in power, to do what is fair to help our manufacturers. We do not want any compliment from the country, but this country should be a country of "Canada for the Canadians."

I have to couple with this toast the name of a gentleman, His Worship, the Mayor, a gentleman of broad views, who is known as a faithful servant of the people; as a Mayor, one of the best Mayors probably you have had, since the days of your first Mayor, His Worship, the Hon. Mr. Viger. I have much pleasure to propose the toast of the City of Montreal, and to call upon His Worship to respond.

MAYOR PREFONTAINE.

Gentlemen,—I am very much honored with the enthusiasm with which this toast has been accepted and with the manner in which you have greeted me personally. In answering the toast, that has been proposed to Montreal by Mr. Kemp, from the city of Toronto, I will say, that the city of Toronto has always been very friendly towards Montreal.

Now, gentlemen, as Mayor of Montreal, I have only one word to tell you at this late hour. We citizens of Montreal are hoping that the moment will come when there will be no more trade distinctions between the different cities of Canada, but

that we will be all united under one great head for the advancement of our great and glorious Empire. (Hear, hear).

Now, gentlemen, in connection with you manufacturers, I want to say that we will have you a second time and a third time, and a fourth time, if possible. I can assure you, that it affords me great pleasure to witness your good work. It is a very great advantage towards not only the city of Montreal, but towards the whole country. There are no politics connected with your work, there are no politics to prevent you from deliberating about the affairs of this country, and about the affairs which concern you in the manner in which you may see fit. One of the speakers has told you that you are positively a non-political association, and that you are interested in the affairs of the whole country whether you are Liberals or Conservatives.

I have heard from some of your members that you have been discussing very important questions during the day, and I tell you frankly and honestly that you will have my help whenever it is needed.

I want only to tell you, gentlemen, how happy I am to be here to-night to welcome you, and I only wish that you will come again to Montreal, and if I am Mayor (laughter), I will welcome you the same.

Toastmaster Rolland.—Now, gentlemen, we come to the last toast, but it is not the least. If our convention has been a success, it is due to the press—it is due to what the press has done for our Association. The press under all circumstances has taken a keen interest in the work of the Association, and we have much to thank them for and we are greatly indebted to them, indeed.

TO THE PRESS.

I will call upon Mr. Marc Sauvalle to respond to the toast.

MR. MARC SAUVALLE.

Mr. Chairman and Gentlemen.—I need not tell you that this is not time for a long speech. Still, I must tell you that we journalists look with admiration to your Association. As said to-night, by almost everybody they were in some way related to the Manufacturers' Association. Now, we journalists are also related to the Manufacturers' Association. Why? Because we are manufacturers of news. We have scoops and we are yarn manufacturers. I have accepted your kind hospitality with the greatest of pleasure, so in the name of the gentlemen of the Press, I thank you members of the Manufacturers' Association for your kindness, and I wish you all the happiness and all the prosperity that you deserve. (Cheers).

THE CHAIRMAN.

Mr. P. W. Ellis,—Gentlemen, there is one toast which I trust, although it is not on the list, which we will receive in a most enthusiastic manner and that is in recognition of the able way in which the Hon. Mr. Rolland has presided to-night. I have very much pleasure in proposing the toast of the Hon. Chairman, in recognition of the way in which he has conducted this banquet.

(This toast was received with great enthusiasm, three hearty cheers and a tiger

being given for the Hon. Mr. Rolland, which was followed by the singing of "For he's a jolly good fellow.")

Mr. Rolland replied as follows:

I am very much obliged to you, gentlemen, for the way in which you have received this toast, and I thank you sincerely for it. I assure you that in a company like this, I will accept the Presidency as often as you offer it to me, because it has been a very agreeable position, particularly when I have seated on my right, Sir Wilfrid Laurier (cheers), and on my left, Lord Strathcona, (renewed cheers) and before me all the im-

portant business men of the great Dominion of Canada. I can assure you, gentlemen, that it has been a pleasure to me to preside at this gathering, and, as I said before, I feel disposed, at the present time, to accept the position again whenever you are inclined to offer it to me.

I thank you again for the very hearty manner in which you have received the toast.

The banquet was then brought to a conclusion. The story of what followed should be told in the stirring lines of some old Homeric epic, not in the prosy words of the Association's Scribe.

Annual Meeting of the Woollen Manufacturers' Section.

The annual meeting of the Woollen Manufacturers' Section of the Canadian Manufacturers' Association was held in the Ladies' Ordinary, Windsor, Hotel, Montreal, on Tuesday, November 5th, at 9 a.m.

Mr. J. B. Henderson, chairman of the section, presided. Others present were: Messrs. B. Rosamond, R. R. Stevenson, Jonathan Ellis, C. J. Alexander, John Dick, George Pattinson, R. Dodds, Jos. Beaumont, James A. Clark, J. H. Hewton, C. R. H. Warnock, E. T. Dufton, James Kendry, J. P. Murray, M. Boas, A. H. Baird, H. Stroud, George D. Forbes, S. T. Willett, Brock Willett, J. F. Morley, Edward J. Coyle, Jos. Horsfall, D. Morrice, Sr.; D. Morrice, Jr.; W. J. and R. D. Morrice, W. E. Paton, John Turnbull, G. E. Burrows, Wm. Thoburn, Oxford Mfg. Co.; A. G. Lomas, and the Cornwall Mfg. Co.

The first business before the meeting was the reception of the report of the

Executive Committee of last year, presented by the secretary, and covering the work connected with submitting the request to the Government for additional protection for the woollen industry.

The report concluded with the recommendation that the matter should be pressed upon the Government once more with a view to having them legislate in this direction during the coming session.

The report was adopted unanimously.

The election of officers for the coming year resulted in the selection of the following: Chairman, J. B. Henderson; vice-chairman, S. T. Willett; second vice-chairman, E. T. Dufton; secretary, T. A. Russell; executive committee, Messrs. John Dick, John Turnbull, R. R. Stevenson, J. F. Morley, George Forbes, G. Pattinson, J. P. Murray, James Kendry and M. Boas.

After discussion of what form the request should take, the meeting unani-

mously agreed in favor of a resolution asking the Canadian Manufacturers' Association to support a request to the Government for a net protection of 30 per cent. or its equivalent after the operation of the preferential tariff on all classes of finished woollen, worsted and knit goods, and carpets; and of 20 per cent. or its equivalent on all yarns made from woollen or worsted.

Other discussion took place with reference to items of interest to the Woollen Section, and relative to the best means of impressing upon the Government the needs of this important industry.

The Chairman, Messrs. Dick, Pattinson and Warnock, were appointed a committee to prepare a resolution for submission to the annual meeting of the whole Association.

The thanks of the committee were also tendered to Mr. J. B. Henderson, who acted as chairman during the past year.

MEETING OF AGRICULTURAL IMPLEMENT MEN.

The Agricultural Implement Section met in the Windsor Hotel, Montreal, November 6th, at 9 a.m., Mr. James Maxwell in the chair. Other members than the Executive were also present.

The minutes of last meeting were taken as read.

Before proceeding with the business of the meeting, the secretary was asked to prepare a resolution and forward same to the family of the late Mr. Walter E. H.

Massey, of the Massey-Harris Co., expressing the sympathy of the Agricultural Implement Manufacturers on the occasion of the sad bereavement of the family.

It was then resolved that Hon. L. Melvin Jones take the place of Mr. W. E. Massey, on the Executive Committee of the Agricultural Implement Section.

It was then moved by Mr. Frost, seconded by Mr. Cockshutt, that the sec-

tion ask the general association to endorse the request for additional protection for the agricultural implement industry. Carried.

Moved by Mr. Cockshutt, seconded by Mr. Verity, that Messrs. Jones, Frost and the Chairman be a deputation to ask the general Manufacturers' Association to endorse the views of the Implement Section. Carried.

The meeting then adjourned.

MEETING WITH THE GOVERNMENT.

On the day following the Banquet, the Association had an interview with the members of the Government, who were in the city. There were present: The Premier, Sir Wilfrid Laurier; Hon. W. S. Fielding, Minister of Finance; Hon. Wm. Patterson, Minister of Customs.

The manufacturers outlined to the Government those matters of a public nature

that had received the attention of the convention as relating to legislative measures, railway and transportation matters, foreign trade relations, tariff charges, etc.

These subjects were freely and informally discussed, and the way was thus prepared for a full consideration of the

various matters involved, when the resolutions are formally sent to the Government.

The manufacturers were delighted with the courteous, interested attention they received from the Ministers, who, in turn, expressed themselves as pleased at having the opportunity of going into these matters so clearly and concisely.

THOSE PRESENT

MONTREAL MEN PRESENT.

H. W. Aird, H. E. Allen, W. Angus, A. A. Browne, A. Baumgarten, F. Braidwood, K. Blackwell, S. S. Broker, Henry Birks, H. N. Blandock, Thomas Badenach, J. Baillie, W. H. Browne, C. P. Bingham, Enoch Buzzell, F. B. Bamford, E. A. Bernard, Alf. H. Brittain, C. O. Beauchemin, G. E. Benson, John P. Black, S. Coulson, Leslie Craig, J. B. Campbell, Geo. Caverhill, E. Cavanagh, W. H. Connell, W. A. Coates, James Crathern, James Cantin, A. W. Cockrane, F. E. Came, G. A. Church, George A. Childs, George Chillas, W. J. Carmichael, E. H. Copeland, J. Christin, W. F. Carsley, D. Crean, T. C. Davidson, James Davidson, H. R. Drummond, Henry Dobell, I. J. Drummond, George E. Drummond, W. A. Desbarats, William Davidson, S. Daigneault, Charles W. Davis, George Davis, Louis Degvise, H. B. Dunnford, D. Drummond, J. N. D. Dougall, W. H. Evans, A. E. Ellis, A. B. Evans, O. N. Evans, A. S. Ewing, S. W. Ewing, George Esplin, G. H. Ewing, Jos. Eveleigh, George Esplin, D. J. Fraser, H. J. Fisher, H. J. Fuller, Rev. D. W. Forrest, L. R. Flint, F. W. Fairman, E. J. Fetherstonhaugh, A. F. Gault, G. A. Grier, W. K. Grafftey, J. H. Gordon, Charles Gordon, James Gordon, W. I. Gear, J. H. Garth, George A. Greene, W. D. Galleau, D. Gilmor, M. C. Garth, R. Gardner, C. A. Giroux, Victor Guertin, Jos. Horsfall, E. N. Heney, J. R. Henderson, M. L. Hersey, J. C. Holden, Arthur Hodgson, T. F. Horn, J. W. Hughes, Mr. Hopkins, W. M. Hall, Michael Hirsch, A. E. Hanna, J. M. Henderson, J. T. Hagar, M. L. Hagar, Alf. Hawkesworth, Thomas Harling, H. R. Ives, Philip Johnston, R. C. Jamieson, James Jephcott, Jos. Jacobs, S. D. Joubert, W. Jack, Walter Joseph, J. C. King, James Kinghorn, George A. Kilpin, G. A. Kohl, W. R. King, D. B. Knight, W. S. Leslie, Walter Laurie, J. R. Learmont, F. O. Lewis, J. D. Laing, T. H. Leonard, Richard Mitchell, Sir W. C. Macdonald, E. C. Moseley, Robert Munro, R. E. Mills, W. S. Mitchell, J. E. Matthews, John Michaels, Robert Mcighen, Hon. Robert Mackay, H. Molson, J. E. Molleur, R. B. Morrice, D.

Morrice, Jr.; W. Morrice, Alex. Milne, H. M. Molson, D. K. McLaren, Edgar McDougall, William McMaster, Alex. McArthur, Alex. McArthur, J. T. McCall, James. McArthur, R. MacDougall, J. J. McGill, Alex. McFee, P. W. McLagan, John McFarlane, D. A. McCaskill, B. McMally, W. A. McKay, W. McCulloch, T. Henry Newman, A. E. Ogilvie, J. G. Ogden, E. W. Parker, J. H. Peck, R. E. T. Pringle, J. A. Pillow, Lawrence B. Pillow, E. L. Pease, F. Paul, James Paton, George R. Prowse, W. Perreault, U. Pauze, Alex. Pringle, W. E. Paton, W. Rutherford, Thomas Rutherford, H. L. Rutherford, F. R. Redpath, J. M. H. Robertson, C. M. Robertson, A. Ramsay, William J. Rutherford, J. Redmond, George D. Ross, A. V. Roy, D. W. Ross, Hon. J. D. Rolland, Octave Rolland, A. Racine, J. H. Redfern, Jas. Rodger, T. A. Russell, W. Roach, H. F. Stearns, H. C. Stearns, Wm. Smaill, H. Sherrard, J. Alex. Stevenson, Wm. Starke, Robt. Starke, Chas. Slater, R. R. Stevenson, C. F. Smith, Wm. Strahan, J. T. Shearer, J. T. Shearer, C. T. Shaw, A. H. Sims, P. W. St. George, E. F. Sise, A. H. Sims, W. A. Sutherland, G. R. Smith, Ald. G. W. Sadler, E. Tougas, John Turnbull, Eugene Tait, Homer Taylor, E. W. Vallman, George Wells, W. W. Watson, Wayland Williams, Jas. R. Wilson, J. L. Waldie, W. W. C. Wilson, C. T. Williams, W. Williamson, F. H. Wilson, James Westgate, H. F. Wil-laim, William Whitehead, F. C. Wilson, George Weir, R. S. Wait, R. C. Wilkins, W. J. White, John T. Wilson, William Yuile.

VISITORS PRESENT.

R. B. Andrews, F. B. Allan, C. J. Alexander, W. L. Allcroft, G. E. Amyot, J. A. Boyd, Richard Brown, John Bain, George Booth, W. C. Breckenridge, Wm. Blouin, D. F. Brown, C. A. Birge, J. Beaumont, John Bertram, J. R. Barber, M.P.P.; C. E. Britton, G. Ellis Burrows, F. G. Bullock, G. P. Breckon, J. H. Buchard, G. H. Burrows, F. T. Buck, W. E. Brough, N. Curry, James Cummings, Wm. Cameron, S. H. Chapman, E. H. Cooper, R. E. Chapman, A. Camp-

bell, J. A. Coulter, H. Cockshutt, A. E. Craig, James A. Clark, E. Clayton, W. W. Cox, E. T. Dufton, R. Dodds, J. E. Dyke, John Dick, E. B. Eddy, P. W. Ellis, I. Ellis, F. B. Fetherstonhaugh, H. F. Frost, W. G. Francis, W. J. Falconer, G. D. Forbes, F. T. Frost, W. C. Finley, W. J. Frances, James Fyfe, W. A. Greene, John A. Gunn, W. A. George, W. M. Gartshore, John M. Gill, W. K. George, W. J. Greene, J. H. Gignac, J. B. Henderson, G. C. Haldimand, R. McK. Haldimand, E. P. Hawkins, Geo. H. Hees, H. Horsman, R. Hobson, R. W. Hees, J. Hewson, Chas. H. Hart, Hon. L. Melvin Jones, A. Jephcott, J. A. Jamieson, James Kendry, M.P.; A. E. Kemp, M.P.; D. W. Karn, E. J. Kerr, Principal Loudon, W. H. Leach, Samuel Law, O. Miller, J. L. Morrison, Thos. Martin, J. L. Morrison, J. G. Mason, T. L. Moffatt, J. F. Morley, R. D. Munro, James Maxwell, G. M. Morgan, L. E. Morin, Jr.; W. K. McNaught, Charles McDonald, C. McQuifton, Wm. McCulloch, H. McLaren, J. S. McLean (the Globe); D. Taylor McIntosh, S. F. McKinnon, M. O. Newcombe, J. M. O'Halloran, J. Oliver, J. A. Phin, George S. Plow, J. Picard, H. C. Pease, George Pattinson, H. B. Pickett, J. Bruce Payne, Wm. E. Paton, J. N. Publow, Theodore Robertson, W. H. Rowley, A. S. Rogers, D. W. Robb, F. A. Ritchie, George Reid, T. Roden, B. Rosamond, R. F. Shurley, J. R. Shaw, Frank Stanley, T. H. Smallman, W. Stone, H. Stroud, Wm. Sinclair, M. A. Saunders, J. R. Smith, George Taylor, J. O. Thorn, Walter Thompson, W. B. Tindall, N. J. Travers, William Thchurn, A. W. Thomas, W. C. Trotter, J. M. Taylor, W. F. Vilas, W. J. Verity, G. A. Vandry, Edgar A. Wills, S. M. Wickett, R. T. Wilson, Brock Willett, J. D. Wardlow, C. R. H. Warnock, Jas Wright, S. T. Willett,

REPORTERS.

The Star, F. Yorston; the Herald, J. Hadden; the Witness; the Globe; the Gazette, Wm. Wolf; the Star, Henri Julien; the Mail and Empire,

ARTISTS.

La Patrie, Hector Garneaux, Le Journal, La Presse. Official reporter, J. H. Kenehan.

THE CLOSING DAY.

ONE OF PLEASURE.

At the conclusion of the interview with the Government, a large number of the members of the Association, piloted by Ald. Sadler, wended their way to McGill College, to look over the mechanical department of that institution. They were

met by Prof. H. T. Bovey, M.A., Dean of the Faculty of Applied Science, and conducted through the maze of new departments of applied science of which McGill is so justly proud. The first instrument shown them was the immense

Cyclopean machine for testing the tensile strength of materials. This machine has a pull which the spectators would have appreciated in their conference with the Ministers; in fact, a yank of some millions of pounds; and when it stretched

a piece of wrought iron one foot in length 3 inches wide, half an inch and $1\frac{1}{4}$ -inches thick before it broke, the spectators wondered. When another machine exerted a pressure of some 96,000 pounds on a piece of pine ere it crushed it, sordid ideas, relative to required tariffs and legislation again asserted themselves among the onlookers, some of whom envied the machine its marvellous, invaluable attributes. The mechanical departments were next visited, the foundry, blacksmith shop and electric room, and specimens of work done by the students shown. The visitors were impressed with what they saw, and after the survey they thanked Dean Bovey for his courtesy.

STREET RAILWAY POWER HOUSE.

After luncheon, special street cars were provided by the Street Railway Company, and a visit was made to the Street Railway power house. This building full of splendid power machinery was a source of great interest to the visitors, many of whom were also gratified to note how much of the machinery was the product of Canadian factories.

LAKE SIMCOE IS VISITED.

At 5 o'clock a deputation of forty-five members of the Association, among whom were ex-President Ellis, President Munro, Aid. Sadler, and Mr. Campbell, visited the steamship "Lake Simcoe," of the Elder-Dempster line. They were received by Mr. David W. Campbell, manager of the line, and escorted to the magnificent dining-room, where a tempting array of fruit and cake was spread. Wine and cigars circulated, and speeches were in order.

Mr. David Campbell, in welcoming his guests, said that he not only was glad to see them, as members of an important Association, but also because he wanted their business. (Laughter). He was a Canadian, and he had Canada's interests at heart. When he went to England, which was frequent, he thought of what Canada's export business should be, instead of what it was, especially when he told Englishmen what Canadians could do. There were three vessels leaving for Africa every week, and he never saw any Canadian goods going by them.

Canada, he said, did not do the business she should do with foreign countries. The time has come when Canada

must look for a larger field for trade. When he visited the West Indies he was amazed at the small amount of Canadian goods received there. It was the same in South Africa and Australia. He would now make an offer to the Association to show that the Elder-Dempster line was in sympathy with their efforts to promote export trade. He would take to any foreign port they wished one or two representatives they might select, and land them back again in Montreal free of charge. (Cheers). After referring to the vast opportunities for trade afforded by South Africa, Mr. Campbell said that the United States was shipping every week to South Africa, by the White Star line, hundreds of thousands of dollars' worth of goods.

MORE ACTIVITY IS URGED.

Why should not Canada do as much? he added. It had the brains and the material. The trouble was that Canadians think they have enough to do already, which was a mistake. In conclusion, Mr. Campbell said that the Elder-Dempster line would do all it could to further the interests of the Association and Canada's trade, and do it handsomely.

Hon. J. D. Rolland, in reply, eulogized the enterprise of the Elder-Dempster line, and thanked Mr. Campbell for his kind offer, winding up by proposing the toast of the line.

President Munro said that the Manufacturers' Association did not have the idea that they have enough to do. Canada had only just begun to manufacture, but the export trade was developing. Transportation was a front rank consideration with the Association. He then referred to the proposed consular system for the furtherance of export trade, and said it had been placed before the Government. The export trade was not as large as it should be. He appreciated the kind invitation of Mr. Campbell, which would, no doubt, be availed of, and the other encouragement he held out.

Ex-President Ellis said that it was very evident that Mr. Campbell had an eye to business. The offer of the steamship line was a generous one, and should be taken advantage of. The export trade must be increased. An important feature of it was that we should be able to patronize our own ports. The progress of manufacturing in Canada was growing with the country. The Association had met to create the community of in-

terest there should be. Instead of seeking each other's customers, with exporting facilities, we shall be developing new trade fields. There was too great a tendency towards under-bidding one another among Canadians. When the Manufacturers' Association is successful, and creates a good export trade, this under-bidding will cease, and Mr. Campbell's kindness and words will bear fruit in many directions.

Mr. T. A. Russell, secretary of the Association, said that it pleased him to hear Mr. Campbell giving the Association a raking over in respect to export trade. He had found some indifference when he had written to firms regarding this most important subject. Now that export trade was offering the inducements it did, to-day was the time to take hold of it and develop it as much as possible.

Mr. Campbell, chairman of the Transportation Committee, said that he thought the manufacturers in Canada possessed the necessary enterprise, but they had encountered difficulties. They had to feel their way. In any case, it was not enough to send goods to foreign countries without the facilities for so doing. Things were getting into shape, however. With direct lines to South Africa and Australia, there would be for the manufacturers the certainty of knowledge as to the date goods shipped would arrive, which was not the case to-day when goods were carried by foreign vessels. Canadian manufacturers are now getting out of the woods. The subject of transportation was one of vital importance to the manufacturers in the Dominion. It meant to Manitoba an enormous amount in money. Continuing, the speaker said that it cost more to get a barrel of flour from Toronto to Montreal to-day than it did from Chicago to Montreal. We must have a remedy against the railways.

Mr. D. W. Campbell again spoke, saying that the Government had spent millions on the canals, which are the best in the world. The only way to bring the railroads to time was to have proper steamship lines operating on the lakes and rivers. We have the canals, but no vessels to operate on the Upper Lakes. No freight came from Toronto to-day except by railroad. We should be able to send freight by water to Toronto and Hamilton. He hoped the Government would look after the ship-building interests, an industry it ought to boom.

—From the Montreal Gazette.



A NEW INDUSTRY.

Canada's World Monopoly of the Best Abrasive.



EASTERN HALF OF CRAIG MINE MOUNTAIN.

One of the world's largest ore bodies. Estimated by the Government to have in sight several million tons of a material that is selling for over \$100 a ton.

IT has been recognized for some time that practically the world's supply of nickel and asbestos is produced by Canada. Corundum must now be included among the minerals in which she has been vested by nature with a monopoly. With the enormous yearly growth of the steel industry, the economic importance of the possession of unlimited quantities of this material can hardly be exaggerated. Next to the diamond corundum is the hardest abrasive. Until the discovery of the Ontario deposits corundum in its pure form was only found in the gem varieties of Oriental ruby and sapphire and in small pockets in North Carolina and Georgia.

Pure corundum not having been obtainable the impure form called emery has been used. Emery owes its cutting qualities solely to the corundum contained in it. It contains from 20% to, at most, 40% of corundum and from 60% to 80% of iron oxides, silica, combined alumina, etc. The 20% to 40% cuts, while the 60% to 80% rubs and burns. The disadvantage of using such a material can readily be seen, and from time to time attempts have been made to obtain a supply of corundum from the small secondary formations of the South. The corundum thus obtained, roughly mined and crudely milled, has been in such demand as to sell for from nine to fifteen cents per pound, although generally containing over 40% of impurities.

In 1897 Government geologists discovered a corundum bearing formation in Eastern Ontario, stretching along the boundary between South Renfrew and North Hastings. The formation was carefully traced out and was found to contain several large deposits, including Craig Mine Mountain. This deposit is not only by far the largest of all known corundum deposits, but is one of the greatest ore bodies in the world. The hill, or mountain, which is the highest in the district, and which is over a mile long, is a huge eruptive mass of nepheline syenite, of which the corundum is an original or primary constituent. The crystals of corundum are mixed through the rock like plums in a plum pudding, and for generations to come the world's supply can be quarried from the side of the hill.

In the fall of 1899 Mr. B. A. C. Craig, who had already obtained possession of the Craig mine, or quarry,

organized the Canada Corundum Company which entered into an agreement with the Government by which they were granted the exclusive right to make first choice of the remaining deposits. Next spring operations were commenced, and although they had no experience of other people to guide them, in treating the rock, the company has successfully solved the many problems that arose and have now in operation a mill that turns out Craig Mine Crystal Corundum running from 95% to 98% pure.

Canadian wheel manufacturers were the first to take it up. At the beginning they had some difficulty in securing a bond that would hold it firmly. They have now, however, abandoned emery and use Craig Mine Crystal Corundum exclusively in their wheels.

American wheel manufacturers have been quick to follow their lead. They find it will cut colder and faster than any other abrasive. In the past slow cutting grindstones have been used on all steel tools because, as above stated, the iron in emery wheels destroys the temper of the tools by burning them. Since pure corundum is a cold cutter they now expect to displace grindstones almost entirely. Two of the largest

American manufacturers are the Detroit Emery Wheel Co. and the American Emery Wheel Works. The former, in a letter dated the 18th of November, write as follows; "We are in receipt of your recent favor asking how we like the car of Craig Mine Crystal Corundum bought of you. The enclosed order for two more carloads is probably the most satisfactory answer we can give you." The latter, under date of November 21st, say: "Replying to yours of the 18th inst. we take pleasure in testifying to the superiority of Craig Mine Crystal Corundum over any emery or artificial abrasive we have ever seen. Our constantly increasing orders for your material are the best evidence we can offer as to our opinion of it."

For polishing purposes its superiority over emery is fast becoming established. The Verity Plow Co. of Brantford, one of the four largest concerns of its kind in America, in a recent letter state: "We found we could polish at least two plows more with the same buff than we could with emery." The Frost & Wood Co. of Smith's Falls, the well-known manufacturers of agricultural implements, say: "In reply to your favor of the 4th ult. re Craig Mine Crystal Corundum, may say we have used it with satisfactory results. It cuts cleaner and better than emery and lasts longer. It is our intention to continue using it."

In the face of testimony like this it is only the most unprogressive of manufacturers that will continue to use emery for either polishing or grinding.

Although Craig Mine Crystal Corundum has been on the market in quantity for only a few months the Company is already filling European orders. The present mill is running twenty-four hours per day and the Company will next spring erect a second mill with from seven to ten times the capacity of the present one.

The Company is a member of the Canadian Manufacturers' Association. One of the Company's officers, Mr. W. K. George, is the Ontario Vice-President of the Association. The business of the Company is conducted from its Head Office in Toronto.



THE CONCENTRATING MILL.

This Canadian mill is turning out a product 20% to 40% purer than any other corundum ever produced in commercial quantities.

MEMBERS' BUSINESS DIRECTORY.

The attention of members is invited to the desirability of having a business card inserted under one or more headings in the following columns. Only one inch space is allowed to a firm under one heading, but a firm may be classed under as many headings as are necessary to describe its business. A ready reference to the industries represented in the Association is by this means possible.

ACCOUNT BOOKS.

The Brown Brothers, Limited,

51-53 Wellington West, TORONTO,

Manufacturers of Account Books, Leather Goods, etc. Stationers and Bookbinders.

AGRICULTURAL IMPLEMENTS.

David Maxwell & Sons,

ST. MARYS, ONT.

Manufacturers of Harvesting Machines, Stock Raisers' Implements and General Farm Machinery.

AXES.

Dundas Axe Works,

DUNDAS, CANADA.

P. Bertram, Manager.

Manufacturers of all kinds of Chopping Axes, making a specialty of quality and finish.

BAGS.

Dick, Ridout & Co.,

77 York Street, TORONTO.

Manufacturers of Jute and Cotton Bags, Hessians, Twines, &c.

The Canada Jute Company, Limited,

492 William St., MONTREAL.

Manufacturers of Jute and Cotton Bags. Importers of Twines, Hessians, Baggings, etc. Telegraphic address, "Calendar," Montreal.

BANK AND OFFICE FITTINGS.

The Globe Furniture Co., Limited,

WALKERVILLE, ONT.

Manufacturers of Counters, Screens and Metal Work for same; Standing Desks, Dado, Doors and General Interior Finish; Store Fixtures.

BELTING—LEATHER.

The Beardmore Belting Co., Limited,

Manufacturers of Leather Belting, Dynamo and Double Driving Belts our specialty. Write for discounts.

TORONTO, ONT., 39 Front St. East.
MONTREAL, QUE., 57 St. Peter St.

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Boston Wood Rim Co'y, Limited, TORONTO.

Manufacturers "Laminated" and "One Piece Rims" for Bicycles, Motor Carriages, Sulkies, etc. Mud and Chain Guards.

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Canada Cycle & Motor Co'y, Limited, TORONTO, CAN.

Mfrs. of Bicycles, Motor Vehicles, Marine Motors and Launches. Works—Toronto and Brantford. Catalogue on application. Cable address, "Cyclemotor" Toronto. A. B. C. and A. I. Codes used.

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Samuel May & Co.,

74 York street, TORONTO.

Billiard Table Makers. Billiard and Pool Ball Turners. Billiard Cue Makers. Billiard Cloth Importers.

Send for Catalogue and Price List.

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The Canadian Heine Safety Boiler Co.

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Water Tube Steam Boilers for all pressures, duties and fuels. Marine and Stationary, from 50 to 600 horse power units.

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The Ames-Holden Co. of Montreal, MONTREAL, QUE. Limited.

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J. D. King Co., Limited, Toronto.

Sole agents and users of the Flexible and Non-Squeaker "Patent Sleeper Insoles"—light, conforms to the shape of the foot, strong and very durable. Also agents for the "Dr. Reid Cushion Shoe" for tender feet, especially adapted for people up in years. Man'rs of the "King Quality" lines of Boots and Shoes, and only agents of the Stub Proof Rubbers.

J. & T. Bell,

(Established 1814.)

178-180 Inspector St., MONTREAL.

Fine Footwear.

The John McPherson Co., Limited, HAMILTON, ONT.

Manufacturers of Fine Shoes.

BOX MANUFACTURERS.

G. & J. Esplin,

Office, 120 Duke St., MONTREAL, QUE.

Box Manufacturers,
Lumber Merchants.
Saw and Planing Mills.

BOXES—WOOD.

Barchard & Co., Limited,

135-151 Duke Street, TORONTO.

Manufacturers of Wood Packing Boxes of every description.
Wood Printers.

Telephone Main 30.

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Established 1828.

Garth & Co.,

536 to 542 Craig St., MONTREAL.

Brass and Iron Founders,
Plumbers and Steamfitters.
Fire and Water Department Supplies.

The Robert Mitchell Co., Limited, MONTREAL.

Manufacturers of Brass Goods for plumbers, gas and steam fitters. Gas and Electric Light Fixtures, Ornamental Brass and Iron Work.

The James Morrison Brass Mfg. Co., Limited,

89 to 97 Adelaide St. W. TORONTO.

We make and handle everything for Engineers and Plumbers; Gas and Electric Fixtures.
Telephone Main 3836.

BROOMS AND BRUSHES.

Boeckh Bros. & Company, TORONTO.

Manufacturers and Exporters of Brushes, Brooms, Woodenware and Display Tables.

The MacLean Publishing Co., Limited, MONTREAL AND TORONTO.

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Meakins & Sons, HAMILTON.

Meakins, Sons & Co'y, Montreal.
Manufacturers of Brushes.
Toronto Office, 74 Bay Street.

Taylor, Scott & Co.,
TORONTO, CAN.

Manufacturers and Exporters of Brooms, Brushes, Washboards, etc.
Write us for prices.
Cable address, "Woodenware," Toronto,

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The Norton Mfg. Co.,
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Fruit, Paint, Lard and Baking Powder Cans.
Wire and Bar Solder.
Capacity one hundred and fifty thousand cans daily. Correspondence solicited.

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The Dominion Carpet Co., Limited,
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Manufacturers of Brussels and Wilton Carpets and Rugs. Spinners of Worsted and Wool Yarns.

The MacLean Publishing Co., Limited,
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Publishers of "The Dry Goods Review." Only paper in Canada devoted exclusively to dry goods, millinery, men's furnishings, hats, caps and clothing trades. Good carpets properly advertised in this medium are easily sold.

The Toronto Carpet Manufacturing Co.
TORONTO. Limited.

Manufacturers of Wool and Union Ingrain Carpets and Art Squares, Axminster Carpets and Rugs; Smyrna Whole Carpets and Rugs.

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E. N. Heney & Co.,

Office and Warerooms, 333-335 St. Paul St.
Factory, 758 to 788 Notre Dame St.
MONTREAL.

Wholesale manufacturers of Fine Carriages for home and export trade. Catalogues to dealers on application.

CHEESE.

A. F. MacLaren Imperial
Cheese Co'y, Limited,
51 Colborne St., TORONTO, CANADA.

Manufacturers of MacLaren's Imperial Cheese in White Opal Jars. Importers and Exporters of Foreign and Domestic Cheese.
Cable Address, "Dairymaid."

CHILDREN'S VEHICLES.

The Gendron Mfg. Co'y, Limited,
TORONTO, CANADA.

Makers of Children's Vehicles, Reed and Rattan Furniture.

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E. Boisseau & Co.,
Yonge and Temperance Streets,
TORONTO, CANADA.

Wholesale Tailors, manufacturers of "Tiger Brand Clothing," Men's, Youths', Boys' and Children's Clothing.

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Commission Merchants.

To Canadian Manufacturers:—We shall be pleased to act as your agents in the State of South Australia, absolutely on a commission basis, and are in a good position to introduce your goods. Satisfactory references given, and correspondence invited.
W. P. Wicksteed & Co.'s, 1 and 2 Pirie Chambers, Pirie Street, Adelaide, South Australia.

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Commercial Publications.

The Monetary Times Trade Review and Insurance Chronicle, published weekly, on Fridays, at 62 Church Street, Toronto, reaches every business man of good standing in every city, town and village throughout the Dominion. Advertising rate, \$3.00 per line yearly.

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Onyx, Marble and Silver-plated Soda Water Fountains; Bakers', Confectioners' and Cooks' Tools, Machines, Utensils and Supplies; Waxed Paper Julep Straws.

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The Booth Copper Co., Limited,
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Coppersmiths and Metal Spinners.
Brewers', Distillers' and Confectioners' Copper Work.

Coulter & Campbell,
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The Raymond Mfg. Co. of Guelph,
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Manufacturers of the "National" Cream Separator and "Raymond" Sewing Machines.

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Manufacturers of Blackings, Dressings, Dyes, Stains, Waxes, Bottom and Edging Inks and Rubber Cement.

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Manufacturers of Electrical Machinery of all kinds—Power, Lighting, Railway.
We furnish complete Installations.

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Lamps, Wire, Meters.
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Manufacturers of High-Grade Reed Organs, Upright and Grand Pianos, and Automatic Piano and Organ Players.
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Import Glass, Brushes, Artists' Materials, Painters' Tools, etc.

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The Toronto Paper Mfg. Co.,
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PIANOS.

The Bell Organ & Piano Co., Limited,
GUELPH, ONT

Manufacturers of High-Grade Upright and Grand Pianos, Reed Organs, and Automatic Piano and Organ Players.

Branches at 49 Holborn Viaduct, London, E.C.; 15 Bridge St., Sydney, N.S.W.

Gerhard Heintzman,
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Manufacturers of High-Grade, Grand and Upright Pianofortes.

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Have the very best facilities for printing anything you require in up-to-date style at reasonable prices. Try them. Telephone, Main 1785.

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Equipped for anything in Printing. The Proper kind of Printing (and that's the kind we do), really costs nothing, it brings business and more than pays for itself—like a Profitable Advertisement.

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The Dry Goods Review.
The Hardware and Metal Merchant.
The Bookseller and Stationer.
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Are the Dominion's best Printers.

Printing and Publishing.

In addition to printing and publishing The Monetary Times, we print: Industrial Canada, The Canadian Engineer, The Canadian Churchman, The Bankers' Journal, The Journal of Fabrics, The Contract Record, The Canada Lumberman, The Canadian Architect and Builder, and half a dozen others; but our catalogue and book work is the big end of our printing business.
The Monetary Times Printing Co. of Canada Limited, 62 Church St., Toronto.

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Sole manufacturers of Dodge Patented Wood Split Pulleys with standardized interchangeable bushing system. Capacity, 300 bushels per day.

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"Champion" Road Graders, Rock Crushers, Road Rollers, Street Cleaners, Macadam Spreaders, Road Plows, Wheel and Drag Scrapers, etc.

RUBBER BOOTS AND SHOES.**The Gutta Percha and Rubber
Mfg. Co. of Toronto, Limited.**

Sole Manufacturers of the Celebrated "Maltese Cross" and "Lion" brands of Rubber Boots and Shoes.

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Mfg. Co. of Toronto, Limited.**

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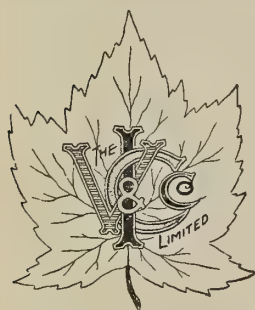
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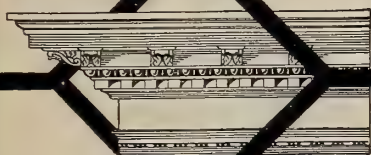
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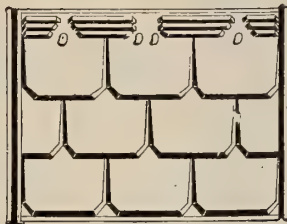
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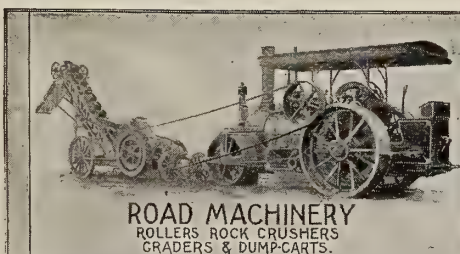
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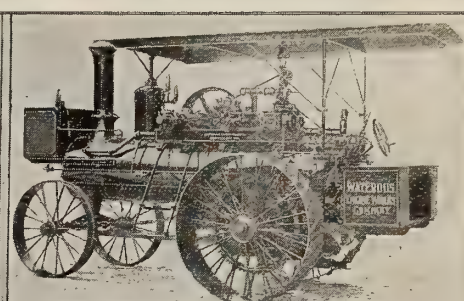
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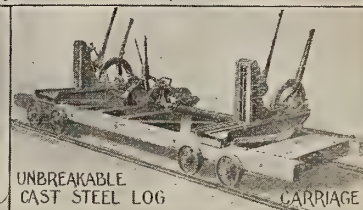
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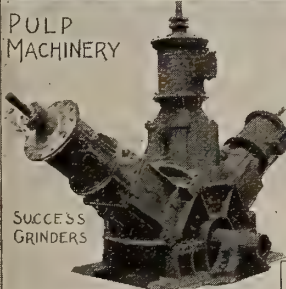


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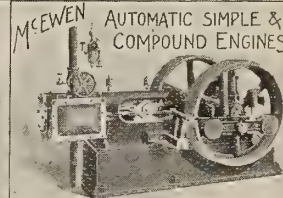
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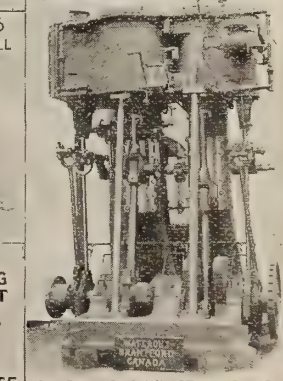
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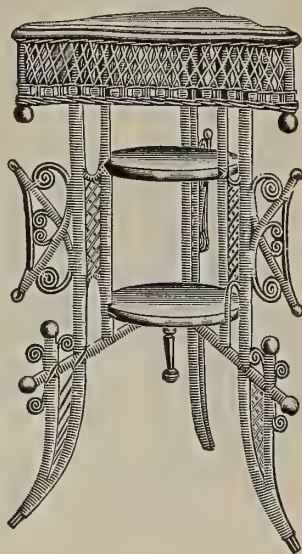
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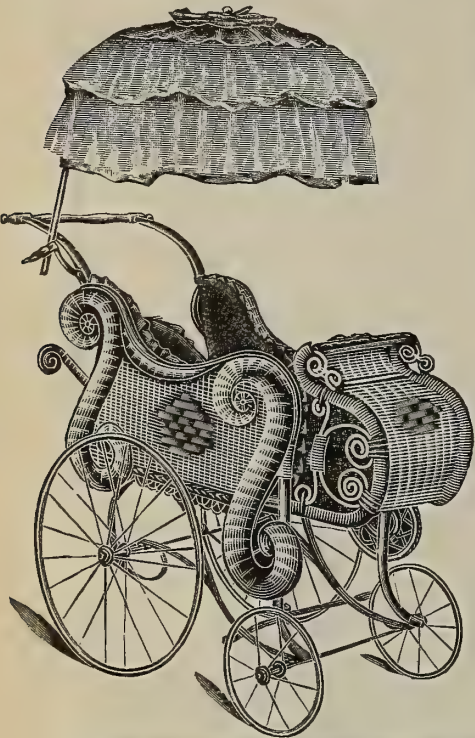
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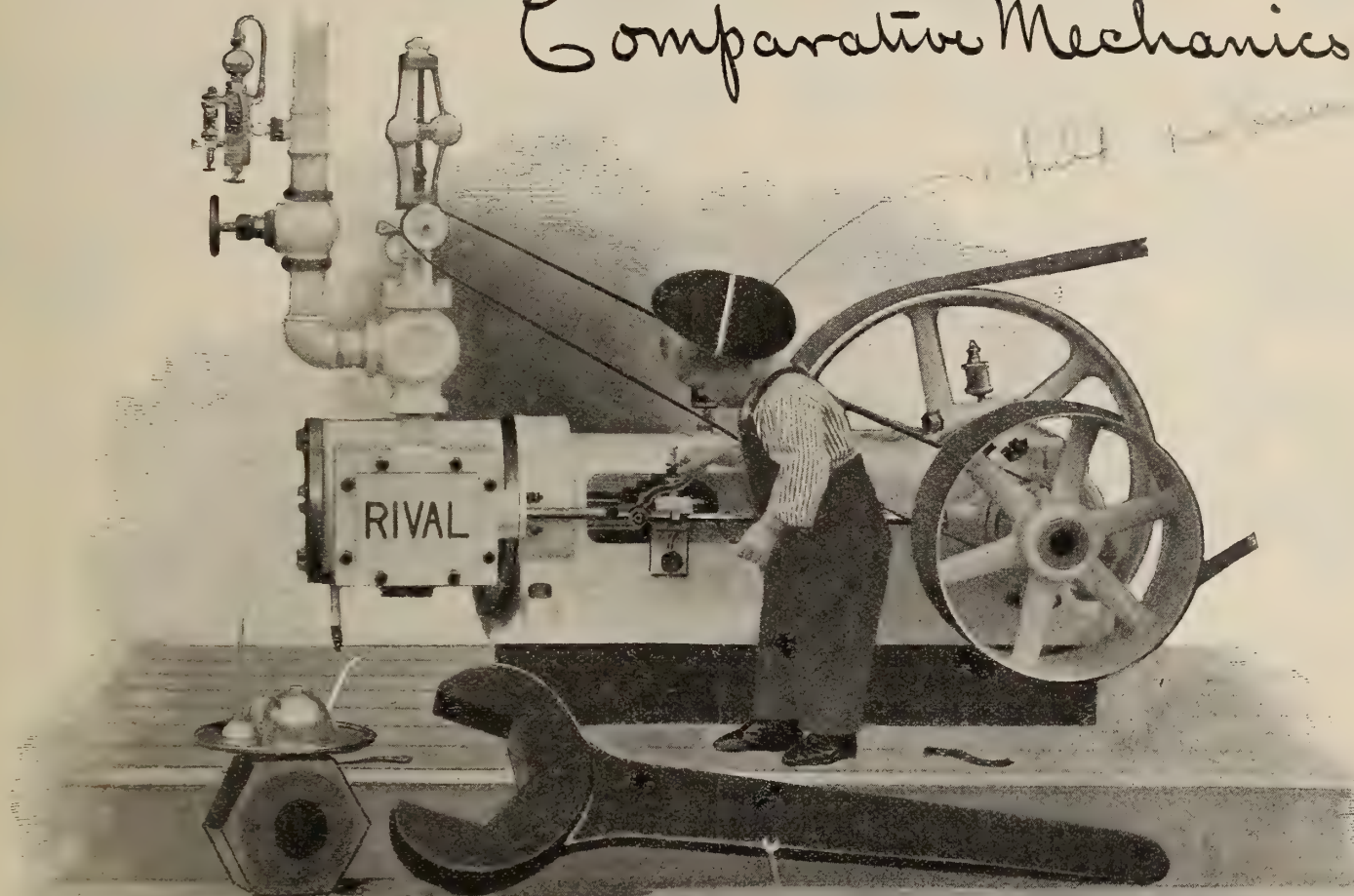
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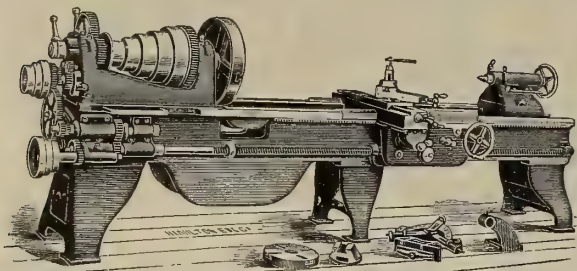
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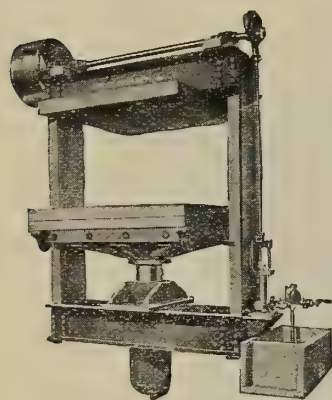
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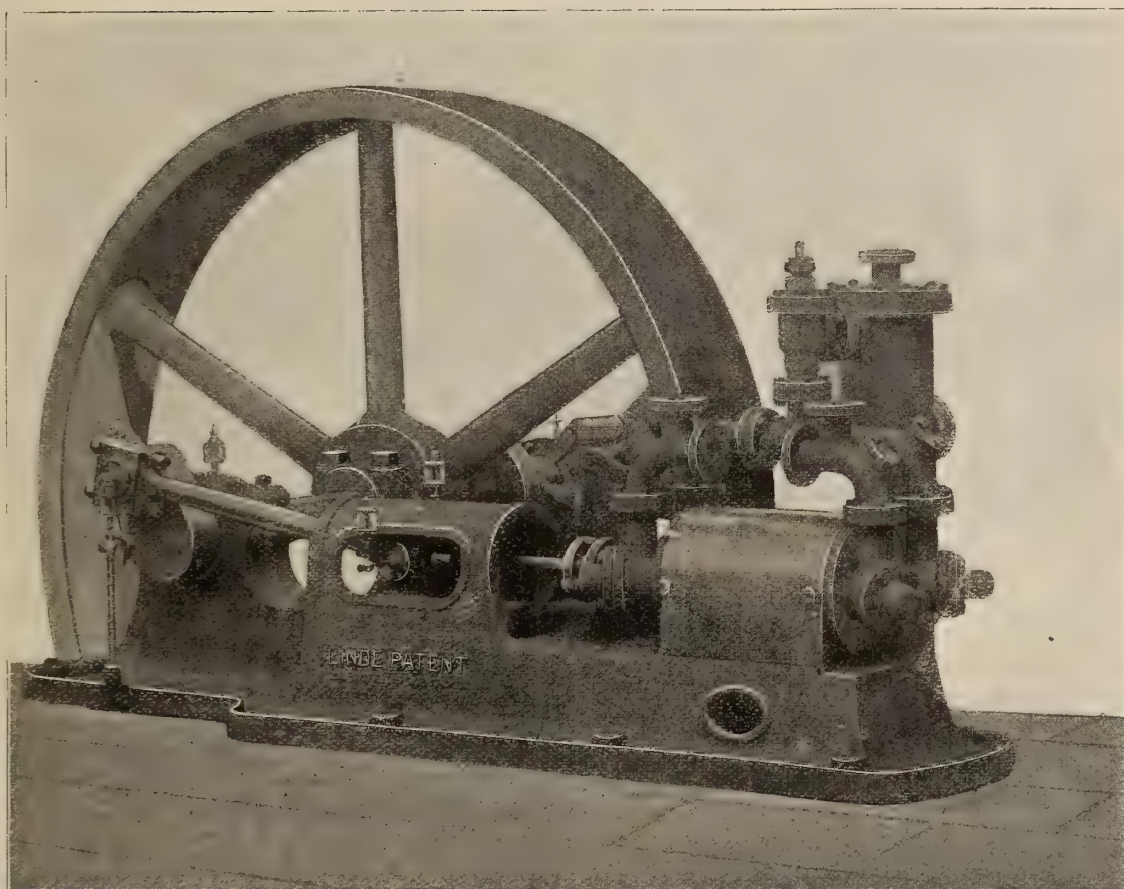
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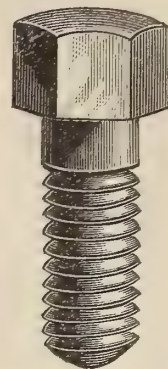
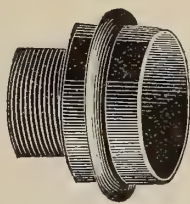
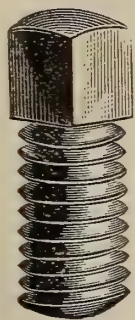
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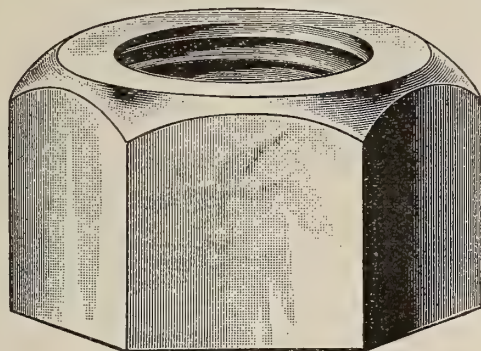
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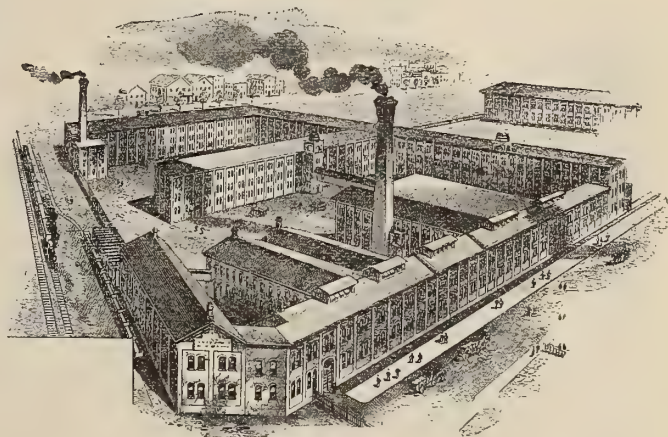
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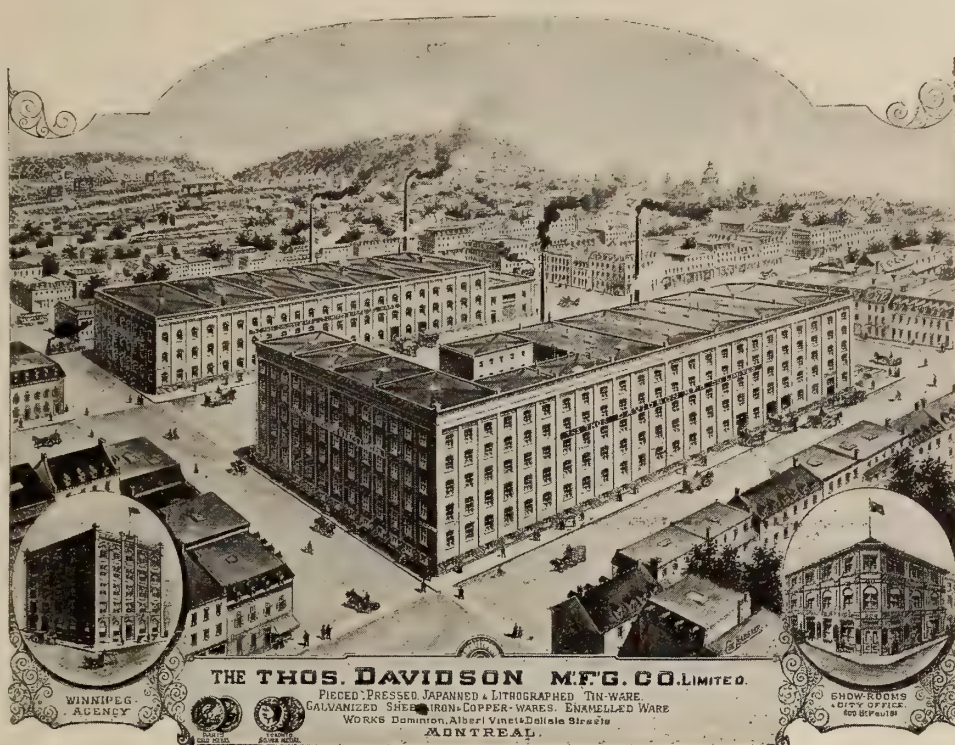
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Of all Grades and Standards.

SYRUPS.

Of all Grades in Barrels and Half Barrels.

SOLE MAKERS HIGH CLASS SYRUPS IN TINS, 2 lbs. and 8 lbs. each.

THE CANADA PAINT COMPANY, LIMITED

MONTREAL AND TORONTO.

COLORS, DRY

GROUND IN OIL

GROUND IN JAPAN

GROUND IN VARNISH

ARE MADE BY THE

Canada Paint Company,

LIMITED.

FOR VARNISH

FOR JAPANS

FOR STAINS

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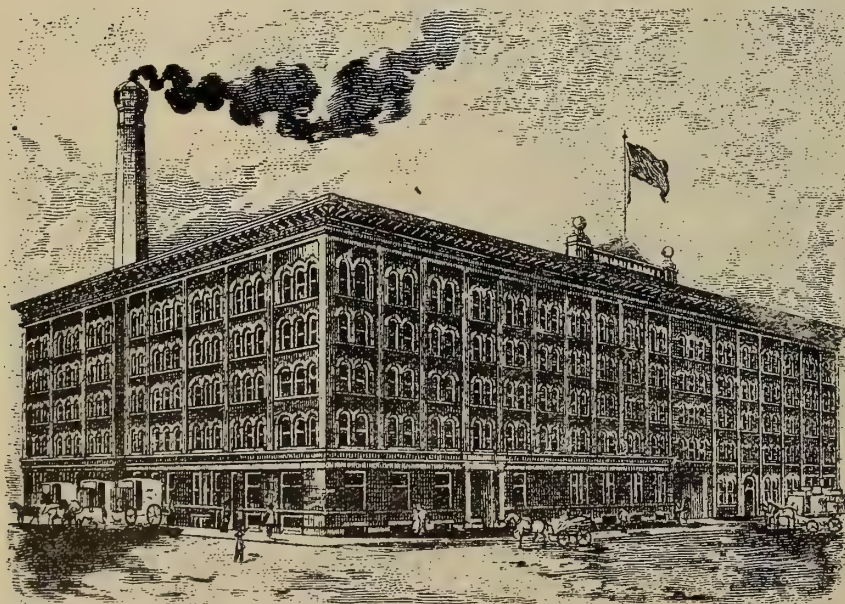
Canada Paint Company,

LIMITED.

The **LARGEST MAKERS** of **COLORS, LEAD and VARNISHES** in the **DOMINION**

CHRISTIE, BROWN & CO., LIMITED

TORONTO, CANADA



BISCUIT MANUFACTURERS



CHRISTIE'S FAMOUS ZEPHYR CREAM SODAS

**MANUFACTURERS
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PLUM PUDDINGS

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CAKES AND HIGH CLASS WAFERS

Canada Furniture Manufacturers, Limited

Head Office ❁ ❁ ❁

Toronto, Canada

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THE CANADA FURNITURE MANUFACTURERS, LIMITED, operate their
Twenty-one Factories, Saw-Mills, etc., in the production of

CANADIAN FURNITURE

THE HOME. THE OFFICE. THE STORE.

The Best Designs. The Best Material. The Best Workmen.

Our Travellers are on the road all over Canada with a full range of Furniture.

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Accommodate an immense stock of Furniture for the British and Foreign Markets.
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...TO THE...

Markets of the World

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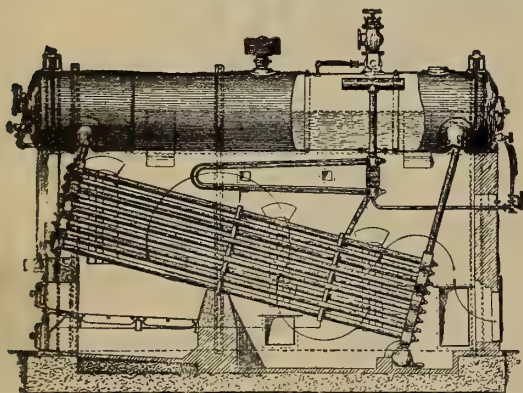
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Catalogues of our varied lines sent to Furniture Dealers and Importers only on
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PATENT WATER TUBE STEAM BOILERS

Over $3\frac{1}{2}$ million horse power now in use all over the world. A record that cannot be equalled by any other type.

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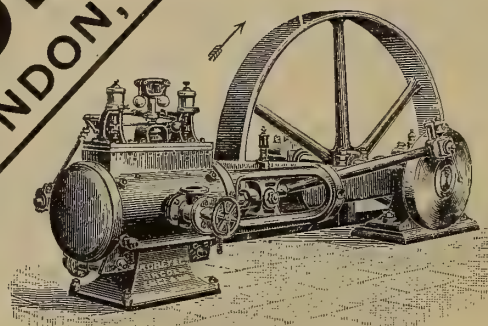
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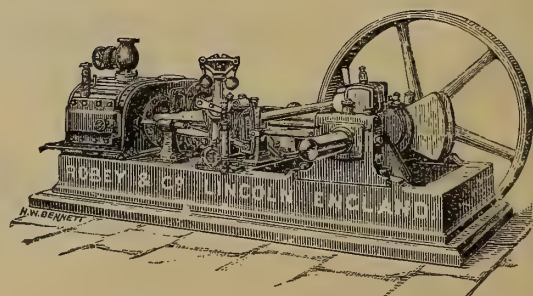
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Limited
LINCOLN, ENGLAND.

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ENGINES.



Single Cylinder Automatic Engine with Trip Valve Gear



Self Contained Compound Engine

SUPERHEATERS, ECONOMISERS, PURIFIERS, FEED WATER HEATERS,
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Head Office for Canada

202 ST. JAMES STREET, MONTREAL.

Branch

114 KING STREET WEST, TORONTO

SPECIAL SUPPLEMENT

THE PROPOSED AUSTRALIAN TARIFF

Put into Operation October 8th, 1901

The following is a complete list of the Customs duties comprised in the new Australian tariff, as it was brought before the House of Representatives by the Hon. C. C. Kingston, Minister of Trade and Customs, on October 8th, 1901.

At the exact time of its introduction to Parliament, the new tariff became law, and free trade prevailed between the several Australian states. Subsequently, however, it has evoked considerable opposition on the part of certain classes and some changes will doubtless have been made.

These amendments, if any, which are at the date of this issue still unknown to Canadians, will be printed in full in subsequent issues of INDUSTRIAL CANADA.

All goods to be free if not included among dutiable goods.

All imitations to be dutiable at the rate chargeable on the goods they imitate, unless such rate is less than the rate which would otherwise be chargeable on the imitations.

"Proof" or "Proof Spirit" means spirit of a strength equal to that of pure ethyl alcohol compounded with distilled water so that the resultant mixture at a temperature of 60 deg. Fahrenheit has a specific gravity of 0.9198 as compared with that of distilled water at the same temperature.

"N.E.I." means "not elsewhere included."

"Departmental By-law" means By-law made by the Minister, and published in the "Gazette."

"Proclamation" means proclamation by the Governor-General published in the "Gazette."

DIVISION I.—STIMULANTS.

Dutiable Goods.	Duties.
1 Ale, porter, and other beer, cider, and perry, containing not less than 2 per cent. of proof spirit, viz.:—*	
In bottle, per gallon	1s 6d
Other, per gallon	1s
2 Spirits, viz.:—	
Spirits †, and spirituous compounds, n.e.i., when not exceeding the strength of proof, per gallon	14s
When exceeding the strength of proof, per proof gallon	14s
Amylic alcohol and fusel oil, per gallon	14s
Methylated and collodion, per gallon	3s
Perfumed and bay rum, per gallon	25s
3 Wine, Fermented, viz.:—	
Sparkling, per gallon ‡	12s
N.E.I. (including medicinal or medicated and vermouth)—	
In bottle, per gallon | .....	8s
Other, per gallon	6s
Containing more than 35 per cent. of proof spirit, per gallon	14s
* Six reputed quarts or twelve reputed pints to be charged as one gallon.	
† Case spirits, in cases of two gallons and under to be charged as two gallons; over two gallons, and not exceeding three gallons, as three gallons; over three gallons, and not exceeding four gallons, as four gallons; and so on, a full gallon being charged for any part of a gallon in excess of the last full gallon.	
‡ Three magnums, six reputed quarts, twelve reputed pints, or twenty-four reputed half-pints, to be charged as one gallon.	
| Six reputed quarts, twelve reputed pints, or twenty-four reputed half-pints, to be charged as one gallon.	

DIVISION II.—NARCOTICS.

Dutiable Goods.	Duties.
4 Opium, including as regards Smoking Opium the weight of the immediate containing package, per pound	20s.
5 Tobacco, viz.:—	
Manufactured, including the weight of tags, labels, and other attachments, per lb.	3s. 6d.
Unmanufactured, per lb.	3s. 6d.
Unmanufactured, but entered to be locally manufactured into Tobacco, cigars, or cigarettes—to be paid at the time of removal to the factory, per lb.	1s. 6d.
Cigars, including the weight of bands and other attachments, per lb.	5s. 6d. & 15% ad val
Cigarettes, including the weight of the outer portion of each cigarette, per lb.	6s. 6d.
Snuff, per lb.	6s. 6d.

SPECIAL EXEMPTIONS,—

Tobacco destroyed for manufacture of Sheep-wash or other purposes under Departmental By-laws.

DIVISION III.—SUGAR.

6 Glucose, per cwt.	8s
7 Sugar, viz.:—	
The produce of sugar-cane, including molasses, golden syrup, and syrups, n.e.i., per cwt.	6s
Other, per cwt.	10s

DIVISION IV.—AGRICULTURAL PRODUCTS AND GROCERIES.

8 Animals, living, viz.:—Cattle, sheep, pigs, and poultry, ad val.	20 p c
9 Arrowroot, per lb.	1d
10 Bacon and hams, partly or wholly cured, per lb.	3d
11 Biscuits, per lb.	1½d

Dutiable Goods.	Duties.	Dutiable Goods.	Duties.
12 Blue, laundry, per lb.....	2d	N.E.I., per cwt.....	5s
13 Broom, corn millet, per cental.....	4s	37 Milk, preserved, per lb.....	1½d
14 Butter and cheese, per lb.....	3d	38 Mustard seed, per lb.....	2d
15 Candles, tapers, and night lights; solid spirit heaters, including the weight of the immediate containing package; stearine, paraffine wax, beeswax, and Japanese or vegetable wax; also lard and refined animal fats, per lb.....	1½d	39 Mustard, per lb.....	4d
16 Cocoa beans, per lb.....	1d	40 Nuts—Edible, viz.:—	
17 Cocoa and chocolate, ground or in any way manufactured, or with milk or other substance, cocoa butter, caramel and caramel butter; confectionery, n.e.i., including bon-bons and mixed packets of confectionery containing trinkets (gross weight), sugar candy, cachous, and fruits crystallized or candied, per lb., ad valorem....	2d & 15%	Cocoanuts, whole, per cwt.....	1s
18 Coffee and Chicory, viz.:—		N.E.I., whole or prepared, including cocoanuts, prepared, per lb.....	2d
Raw, per lb.,	3d	41 Oilmen's stores, n.e.i., including infants' and invalids' foods (special preparations of); culinary essences (non-spirituos), soap dyes, condition foods, and other preparations used in the household, whether otherwise exempted or not—when in packages for retail sale, ad valorem.....	20 p c
Kiln dried, roasted, or ground, and in liquid form, or with milk or other substance, per lb....	5d	42 Onions, per cwt.....	1s
19 Eggs, per dozen,	6d	43 Peel, drained or preserved in brine, acid, or water, including the weight of liquid, per lb.,..	1d
20 Fish, fresh, viz.:—Oysters, per cwt.....	2s	44 Pickles, Sauces, Chutneys, Olives, and Capers:—	
21 Fruits and Vegetables, viz.:—		Quarter-pints and smaller sizes, per dozen.....	6d
Fruits, dried, viz.:—		Half-pints and over quarter-pints, per dozen....	1s
Currants, per lb.,	2d	Pints and over half-pints, per dozen.....	2s
Raisins and other, including peel and ginger preserved (not in liquid), per lb.....	3d	Quarts and over pints, per dozen.....	4s
Vegetables, dried or concentrated, ad valorem..	20 p c	Exceeding a quart, per gallon	1s 4d
Fruits and vegetables, n.e.i. (preserved in liquid, or partly preserved, or pulped)—		45 Potatoes, per cwt.....	1s
Half-pints and smaller sizes, per dozen.....	9d	46 Rice, viz.:—	
Pints and over half-pints, per dozen.....	1s 6d	Uncleaned, per cental	5s 3d
Quarts and over pints, per dozen.....	3s	For manufacturing starch, under departmental by-laws, per cental	6s 3d
Exceeding a quart, per gallon	1s	N.E.I., per cental	8s 4d
Fruits and vegetables, n.e.i., per cental.....	2s	47 Sago and tapioca, per cental.....	4s
22 Grain and pulse, n.e.i., per cental.....	1s 6d	48 Salt, n.e.i., per ton	20s
23 Grain and pulse, prepared or manufactured, viz.:—		49 Seed, canary, hemp, and rape, ad valorem.....	15 p c
Oatmeal, rolled oats, groats, wheatmeal, pearl barley, Scotch barley, maizena, cornflour, per lb. 1d		50 Soap, viz.:—	
Bran, pollard and sharps, per cental.....	1s	Perfumed, toilet, and medicated (including the weight of wrappers), per lb.....	4d
N.E.I., per cental,	2s 6d	N.E.I., including polishing, per lb.....	1d
24 Hay and chaff, per cwt.....	1s	51 Spices, viz.:—	
25 Honey, jams, and jellies; also preserved ginger in liquid (including the weight of liquid), per lb. 2d		Unground, n.e.i., including green ginger, per lb. 2d	
26 Hops, per lb.,	6d	Ground, n.e.i., per lb.....	4d
27 Limejuice, and other fruit juices and fruit syrups (non-spirituos), per gallon,	1s	52 Starch, and starch flours, including rice meal, and rice, tapioca, and potato flours, per lb....	2d
28 Linseed, per cental	2s	53 Straw, per ton	5s
29 Linseed meal, per cental	4s	54 Table waters, aerated or mineral, and preparations packed for household use for the production thereof, including sparklets, also ale, porter, and other beer, cider, and perry, containing less than 2 per cent. of spirit proof, ad valorem....	20 p c
30 Linseed cake and oil cake, per cental.....	1s	55 Tea, per lb., ad valorem	2d & 20%
31 Liquorice, viz.:—		Tea, in packets, per lb., ad valorem.....	3d & 20%
Crude, per lb.....	1d	56 Wine, unfermented, per gallon	3s
Other, per lb.....	2d		
32 Macaroni and vermicelli, per lb.....	1d		
33 Malt, including granulated, maize, and rice malts, per cental	6s		
34 Malt extract, non-spirituos, per lb.....	2d		
35 Matches and Vestas, viz.:—			
For each 100 matches or part thereof—			
Wax, per gross	1s		
Wood, or other, per gross.....	6d		
36 Meats, Fish, Poultry, and Game, viz.:—			
Fresh or preserved by cold process, per lb....	1d		
Potted or concentrated, including extracts of, and caviare, ad valorem	20 p c		
Preserved in tins or other air-tight vessels, including the weight of contents; also sausage-casings, per lb.....	2d		

SPECIAL EXEMPTIONS.—

Cattle, sheep pigs, and poultry for the improvement of breeds, subject to departmental by-laws.

Copra.

Annatto, liquid and solid.

Isinglass.

Rennet liquid, in packages of not less than half a pint.

Salt, brown rock.

Manures.

DIVISION V.—APPAREL AND TEXTILES.

- 57 Apparel and attire and articles, n.e.i.—woollen or silk, or containing wool or silk, partly or wholly made up (not being piece goods), including articles cut into shape, ad valorem..... 25 p c
- Not containing wool or silk, partly or wholly made up (not being piece goods), including articles cut into shape, ad valorem..... 20 p c

Dutiable Goods.	Duties.
58 Blankets, blanketing, rugs, lap dusters, and rug-ging; carpets, carpeting, floor-cloths, and mats, n.e.i., floor coverings (including felts and pads), and carriage mats; curtains, cosies, cushions, mantel and furniture drapery and coverings, bed covers, and furnishings, n.e.i., whether partly or wholly made up; frillings, ruffings, tucked lawns, pleatings, and ruchings, ad valorem....	20 p c
59 Fur and other skins, dressed or prepared, and hatter's fur, ad valorem	15 p c
60 Gloves, including mittens and flesh gloves, ad valorem	20 p c
61 Hats and Caps, viz.:— Men's, women's, boys', and children's felt hats, per dozen	10s & 15% ad val.
Dress hats, per dozen	48s
Hats and caps, sewn, per dozen.....	3s
62 Hats, caps, and bonnets, n.e.i., hat and bonnet shapes, felt pullover hoods, and wigs, and other articles of natural or artificial human hair, ad valorem	20 p c
63 Parasols, Sunshades, and Umbrellas, viz.:— Containing silk, each, ad valorem.....	1s 6d & 15% ad val.
N.E.I., each, ad valorem	6d & 15 p c
64 Piece Goods, viz.:— Woollen, or containing wool, n.e.i., ad valorem..	20 p c
Shirtings (fancy), n.e.i., coatings, vestings, trouserings, n.e.i., flannels and flannelettes, ad valorem	20 p c
Silk, or containing silk or having silk worked thereon	15 p c
Velvets, velveteens, plushes, ribbons, galoons, lace, lace flouncings, millinery nets, and veilings—all kinds and materials, ad valorem....	15 p c
Cottons, and linens, viz., blue frocking, butter and cheese cloth, calico, white and grey, drills, duck, dungaree, jeans, moleskins, oil baize, leather cloth, sheetings (including Forfar, Downlas, and flax), shirtings, white, and Oxford, Cambridge, and Harvard, ticks, towellings, window-nets, and Hollands, ad valorem.....	10 p c
Cotton and linen piece goods, n.e.i., ad valorem	15 p c
65 Tents, tarpaulins, sails, and flags, ad valorem..	20 p c
66 Trimmings, mantle, dress bonnet, and hat, n.e.i., including flowers, feathers, and embroideries in the piece, ad valorem	15 p c
67 Yarns, partly or wholly of wool, ad valorem..	15 p c

SPECIAL EXEMPTIONS,—

Apparel and Attire—Minor Articles for:—

Bindings and stay and boot laces (except of leather), braids, buckles, and buttons (not for adornment), busk and stay fasteners, protectors, and shields, bodice and skirt steels, ferretings, filletings, gimps, hooks and eyes, tapes, webs, waddings, webbing, wire, and wire ribbon.

Diving dresses.

Bags and Sacks, viz.:—Bran, corn, flour, gun-nies, ore, sugar mats, woolpacks.

Elastic stockings, surgical.

Meat wraps, made up or in the piece.

Hats, Miners'.

Hats—Minor articles for:—

Buckles, not for adornment.

Plaits, plain.

Helmets, firemen's.

Dutiable Goods.	Duties.
Parasols, sunshades, and umbrellas—Minor articles for:— Cups, ferrules, notches, ribs, rings, and runners. Felt sheathing, bunting. Milling silk. Cotton and Linen Piece Goods, viz.:— Italians, Silesias, linings, n.e.i., pocketings, flax paddings, buckrams, French canvas, wick, lamp, and candle. Hair cloth and hop cloth. Canvas, hessians, and brattice cloth. Yarn, Angora. "Wool" or "Woollen" includes all manufactures from wool, hair, or fur.	

DIVISION VI.—METALS AND MACHINERY.

68 Ammunition, viz., shot, bullets, and slugs, per cwt.	7s 6d
69 Arms, viz.:— Rifles, n.e.i., shot guns, revolvers, pistols, air guns and air pistols, bayonets, swords, fencing foils and masks, gun, revolver and pistol covers, cases, and fittings, loading tools, and cartridge belts, ad valorem	15 p c
70 Iron, Plate and Sheet,* viz.:— Plain galvanized, per ton	15s
Corrugated galvanized, per ton	30s
71 Lamps and lampware, n.e.i., and lanterns and lamp stoves, and all parts thereof (except chim-neys, shades, and globes, gasaliers, and elec-troliers), ad valorem	20 p c
72 Lead, sheet and piping, per cwt.....	2s 6d
73 Mangles, clothes-wringers, and washing-ma-chines, ad valorem	20 p c
74 Manufactures of Metal, viz.:— Agricultural, horticultural, and viticultural ma-chinery and implements, n.e.i., including mould-boards, shares, and plough plates, cut to shape; sheep-shearing machines, horse gears; engines, portable, fixed on a locomotive boiler hori-zontally, with wheels and shafts suitable for transport, traction and oil engines, and road-making ploughs and machines, ad valorem....	15 p c
*To continue only until the coming into force of "Division VI a., Metals."	
Cutlery, n.e.i., (including manicure sets and knife sharpeners); also instruments, drawing, mathematical, and surveying, ad valorem.....	15 p c
Nails, n.e.i., viz.:— Horseshoe and other wrought or pressed nails, per cwt.	7s
Wire and other, and spikes, staples, brads, and tacks, per cwt.	3s
Tanks, containing goods or empty, for every 100 gallons, or part thereof	3s
Weighing machines, weigh-bridges, and scales, n.e.i., also cash registers, computing machines, and attachments, ad valorem	20 p c
N.E.I., including engines, boilers, pumps, machines, and machinery, n.e.i., also screws, n.e.i., axles, springs, and plated and mixed metalware, including plated cutlery, ad valorem.	25 p c
75 Rails, fish-plates, tie-plates, switches, points, crossings, and intersections for railways and tramways, ad valorem	15 p c
76 Rolled iron or steel beams, channels, joists, girders, columns, trough, and bridge, iron or steel, not drilled or further manufactured, shaft-ing, cold, rolled, turned, or planished; also bolts and nuts, and barbed wire, ad valorem...	20 p c

Dutiable Goods.	Duties.	Dutiable Goods.	Duties.
SPECIAL EXEMPTIONS,—		Steel, band or ribbon, for making bandsaws or band-knives.	
Arms, viz.:—Rifles, military and match.		Steel, rough-shaped, for chaff-cutter, and other knives.	
Apparatus—Diving.		Tin plates, plain.	
Crucibles.		Tools of trade, not being machines, viz.:—	
Engines—Fire.		Adzes, axes, hatchets, tomahawks, and cleavers, augers and auger bits, awls and awl hafts, bevels, braces and bits, braces (ratchet), bruzers, bung borers, cards (file and wool), chisels (except cold and plugging), and gouges, clamps, combs (graining), compasses, viz., carpenters', coopers', and engineers', cutters (bolt, glass, mitre, and pipe), diamonds (glaziers'), drills, files, and rasps, forks (digging), hay, stable, and tanners'), gauges (carpenters' and millwrights'), gimlets, hammers (except napping, spalling, quartz, coal, brick, and sledge), hoes (garden and plantation), irons, hatters', Italian, smoothing, cloth manufacturers' and tailors', jewellers' tools, knives (hay), needles and bodkins, pincers and nippers (end cutting), planes, pliers, punches, rakes (hand), routers (wheelwrights'), rules, tapes and chains (measuring), saddlers' tools, viz.:—Rein rounders, claw, carving, French edge, and patent leather tools, wheels, and rosette cutters; saws, screw-drivers, scythes, sets (rivet and saw), shears, viz.:—Brushmakers', garden, printers', sheep, and tinsmiths'; shovels and spades, sickles, snips (tinsmiths'), spatulas, spirit levels, spoke-shaves, shaves, and spoke trimmers, squares, stocks and dies and taps for same, trowels, vises, wrenches, screw (except cycle).	
Cream separators and testers.		Washers and rivets.	
Knitting.		Wire, n.e.i., wire netting, wire cloth, wire gauze.	
Linotype and monotype.		Zinc, scrap and sheet, and circles and ingots bored or unbored for cyanide gold process.	
Machinery for scouring, washing, carding, spinning, weaving and finishing the manufacture of fibrous materials.		* To continue only until the coming into force of "Division VIa, Metals."	
Machinery for the manufacture of paper and for felting.		DIVISION VIa.—METALS AND MACHINERY.	
Printing machines and presses, and machinery used exclusively for and in the actual process of electrotyping and stereotyping.		To come into operation on dates to be fixed by Proclamation, and, except as to galvanized plate and sheet iron, exempt from duty in the meantime. Proclamation to issue so soon as it is certified by the Minister that the manufacture of iron or of reapers and binders or of any machinery to which the Proclamation refers has been sufficiently established in the Commonwealth, according to the provisions of any law relating to bonuses for the encouragement of manufactures.	
Sewing machine heads.		77 Iron and Steel:—	
Stitching machines.		Scrap iron and steel, and pig iron, ad valorem.. 10 p c	
Typewriters, not including stands or cases.		Ingots, blooms, slabs, billets, puddled bars and loops, or like crude manufactures less finished than iron or steel bars, but more advanced than pig iron (except castings), ad valorem..... 10 p c	
Machine tools, used in the following industries, and specified in departmental by-laws:— Apparel and attire making, bookbinding, bootmaking, brushmaking, glassmaking and working, hatmaking, India rubber working, leather dressing, metal working, paper cutting, finishing, and folding, stone working, tile, pipe, and brick-making, wood working.		Bar, rod, angle, tee, sheet, plate, and hoop, except galvanized plate and sheet, ad valorem.. 10 p c	
Metals and Manufactures of Metal:—		Galvanized Plate and Sheet, viz.:—	
Aluminium, bronze, yellow metal, Britannia metal, nickel, and German silver, viz.:—Pigs, ingots, scrap, blocks, bars, strips, sheets, and plates.		Plain, ad valorem 10 p c	
Anchors, over 10 cwt.		Corrugated, ad valorem 15 p c	
Anodes and hooks for plating purposes.		Machinery:—	
Brass, viz.:—Scrap, bars, sheets, pipes, and tubes.		Reapers and binders, ad valorem..... 15 p c	
Capsules, metallic.		Other machinery referred to in Proclamation, ad valorem 15 p c	
Chain in the piece.			
Copper, viz.:—Scrap, bars, sheets, pipes, and tubes, prepared plates for engravers and lithographers.			
Cylinders for anhydrous ammonia.			
Discs, plough, and harrow.			
Electrical Materials, viz.:—Accumulators or storage batteries, except glass jars, cable (covered), carbons, incandescent lamps, testing meters, and instruments.			
Eyelets.			
Fire extinguishers, hand.			
Iron and steel tubes or pipes (except riveted or cast), under 6 inches internal diameter, including flexible metal tubes.			
Lamps, miners' safety.			
Last thimbles and block fasteners.			
Leaf and foil.			
Locks, door, including knobs, keys, and escutcheons.			
Pins, viz., gimp, solid-headed short toilet, plain wire hair, plain safety.			
Platinum, viz., bars strips, sheets, plates, retorts, pans, condensers, tubing, or pipes.			
Rabbit traps.			
Scales, viz., chemical, analytical, and assay.			
* Scrap iron and steel.			
Screws, table and music stools.			

DIVISION VII.—OILS, PAINTS, AND VARNISHES.

Dutiable Goods.	Duties.
78 Blacking, including dressings, soaps, oils, inks, pastes, polishes, stains, and varnishes for leather; Berlin and Brunswick blacks, furniture oil, paste and polish, and bronzing and metal liquids, ad valorem.....	20 p c
79 Greases, axle, and thickened or solidified oils; solid or viscous compounds for lubricating, and tallow unrefined, per cwt.	4s
80 Oils, viz.:— Cotton seed, in bulk or otherwise, per gallon... 2s (Including castor), in vessels not exceeding one gallon— Quarter-pints and smaller sizes, per dozen..... 6d Pints, and over half-pints, per dozen..... 2s Half-pints and over quarter-pints, per dozen... 1s Quarts and over pints, per dozen..... 4s Over a quart, per gallon..... 1s 4d In vessels, exceeding one gallon, viz.:— Olive, per gallon 1s 4d Castor, China, colza, linseed, gasoline, mineral spirit oils, n.e.i., and cotton seed, when methylated pursuant to departmental by-laws, per gallon 6d Lubricating (mineral), mineral, n.e.i., and kerosene, per gallon 3d N.E.I., per gallon 6d	
81 Paints and Colors, viz.:— Ground, in liquid, partly or wholly prepared for use, ad valorem 1s per cwt & 15% Colors dry, dry white lead, and patent dryers and putty, per cwt. 1s	
82 Varnishes, varnish stains, lacquers, enamels, Japans, liquid sizes, patent knotting, oil and wood finishes, petrifying liquids, damp wall compositions, and lithographing varnish, ad valorem. gal & 15%	

SPECIAL EXEMPTIONS,

Oil, viz.:—Fish, including Cod (unrefined), seal, whale, penguin, petroleum (crude), degreas, sod, naphtha, benzene, mirbane, and turpentine.
Colors, artists'.
Dyes, dry, not packed for retail sale.
Lamp, ivory, bone, and vegetable blacks.
London purple, and Paris green.
Sulphate of copper.
Ultramarine blue.
Whiting.

DIVISION VIII.—EARTHENWARE, CEMENT, CHINA, GLASS AND STONE.

83 Cement, Portland, plaster of Paris and other like preparations, having magnesia or sulphate of lime as a basis, also gypsum, not prepared, per cwt.	1s
84 China, parian, and porcelain ware and Mosaic flooring, ad valorem	20 p c
85 Earthenware, brownware, and stoneware, n.e.i., and tiles, n.e.i.	6d per cub. foot* 15% ad val
86 Filters of all kinds, fire and glazed bricks, fire lumps, fireclay manufactures, n.e.i., asphalt and roofing tiles, ad valorem.....	15 p c
87 Glass, viz.:— Bent, bevelled, heraldic, sandblasted, enamelled, embossed, etched, silvered, and cut; corners cut, bevelled, or engraved; panes, prisms, and all	

Dutiable Goods.

Duties.

other framed with metal, ad valorem.....	20 p c
88 Glass, n.e.i.; also seltzogenes and accessories and syphon bottles, ad valorem.....	15 p c
89 Glassware, n.e.i.	8d per cub ft.* & 15% ad val.
90 Glue, not liquid, and gelatine, sheet, per lb.....	2d
91 Glue, gelatine, and cements, n.e.i., including mucilage and printers' roller composition, ad val.	20 p c
92 Stone, including marble and slate, viz., monumental, wrought†, per cubic foot.....	5s & 15% ad val.
Wrought, n.e.i., ad valorem	20 p c
Roofing slates and unwrought slate slabs, ad val.	15 p c

SPECIAL EXEMPTIONS,—

Earthenware, viz.:—Spurs, stilts, and thimbles.
Glass, viz.:—Lenses, unmounted, locket brooch, and watch glasses.
Bottles, empty, of not more than six fluid drams capacity.
Scientific instruments and Apparatus, viz.:—
Instruments for measuring the density of liquids.
Scientific apparatus (glass), viz.:—Beakers, flasks, test tubes, vacuum tubes, burettes, pipettes, weighing bottles and tubes, eudiometers, nitrometers, radiometers, fat extraction tubes, filter pumps, gas washing, reduction and absorption bulbs and tubes, test measures in centimetres and grains; also carbonic acid, sulphuretted hydrogen, decomposing water, and bacteriological apparatus of glass.
Dry gums, shellac, dextrine, sandarach, and mastic.
Bath bricks.
Oil and whet stones, grindstones, and millstones.
Pestles and mortars—agate.
Stone, viz.:—Sawn or in the rough, n.e.i.
*Measuring outside the packages as imported.
†For purposes of measurement each stone shall be considered a rectangular solid corresponding in measurement to the extreme length, width, and height of the stone measured.

DIVISION IX.—DRUGS AND CHEMICALS.

93 Acetic Acid, Extract or Essence of Vinegar, and Vinegar:— Containing not more than 6 per cent. of absolute acid, per gallon	6d
Containing more than 6 per cent., but not more than 30 per cent., per gallon	2s 6d
For every extra 10 per cent., or part of 10 per cent., per gal.	10d
94 Acids, viz.:— Muriatic, nitric, and sulphuric, ad valorem.....	15 p c
95 Carbonate of ammonia, and carbide of calcium, per cwt.	5s
96 Drugs and Chemicals, viz.:— Salicylic and boric acids; bisulphites of potassium, sodium, calcium, and magnesium; foaming powders and liquids, and malt and hops substitutes, ad valorem	20 p c
97 Insecticides, sheep-washes, and disinfectants, n.e.i., ad valorem	15 p c
98 Medicines, viz.:—Patent and proprietary medicines, and other medicinal compounds; non-spirituous medicinal extracts, essences, juices, infusions, solutions, and syrups; pills, pilules, tablets, capsules, cachets, suppositories, plasters, poultices, salves, ointment, liniments, non-spirituous, powders, pastes, medicated con-	

Dutiable Goods.	Duties.
fectionery, medicinal waters and oils, n.e.i.; and medicines for animals, ad valorem.....	25 p c
99 Perfumery, including perfumed ammonia, camphor, in blocks or tablets, toilet preparations, non-spirituous, perfumed or not; lanoline, glycerine, vaseline and petroleum jelly, not medicated, ad valorem	20 p c
100 Saccharin, per lb.	20s
101 Soda crystals, per cwt.	1s
SPECIAL EXEMPTIONS,—	
Essential oils, non-spirituous.	
Bacteriological products and serum.	

DIVISION X.—WOOD, WICKER, AND CANE.

102 Furniture, n.e.i. (except metal), in parts or finished, including billiard and bagatelle tables and boards and accessories, photograph frames and stands for pictures, picture frames (on pictures or otherwise), and picture mouldings, cabinets, brackets, trays, verandah blinds, screens, hair curled, show figures for draping or other purposes, writing and stationery cases, writing desks, and mirrors framed or set, ad valorem....	20 p c
103 Timber, viz.:—	
Architraves, mouldings, and skirtings of any material, per 100 lineal feet	5s
Timber, dressed, n.e.i., per 100 super feet.....	3s
Timber, undressed, n.e.i., in sizes of 12-in. x 6-in. (or its equivalent), and over, per 100 super ft....	1s
Timber, undressed, n.e.i., in sizes of 7-in. x 2½-in. (or its equivalent), and upwards, and less than 12-in. x 6-in. (or its equivalent), per 100 super feet	1s 6d
Timber, undressed, n.e.i., of sizes less than 7-in. x 2½-in. (or its equivalent), per 100 super feet.	2s 6d
Laths, per 1,000	5s
Palings, per 1,000	15s
Pickets, dressed, per 100	4s
Pickets, undressed, per 100	2s
Shingles, per 1,000	3s
Doors of Wood:—	
1¾-in. and over, each	7s 6d
Over 1½-in. and under 1¾-in., each.....	5s
1½-in. and under, each	3s 6d
104 Wicker, Bamboo, Cane, or Wood.—All articles, n.e.i., made of, whether partly or wholly finished, including bellows, casks, shooks, sashes and frames, timber bent, n.e.i., wood cut into shape for making boxes or doors, axe and other unattached tool handles, umbrella sticks, walking sticks, and canes, ad valorem	20 p c

SPECIAL EXEMPTIONS,—

Billiard balls in the rough.
 Furniture—Minor articles for—
 Bindings (except leather), buttons, casters, ferrets, gimps, lace (float and orris), tufts and fringes.
 Timber, viz.:—Ash, hickory, oak, walnut, undressed.
 Elm hubs, with or without metal bands.
 Engravers' boxwood.
 Logs not sawn.
 New Zealand pine, undressed, of sizes 12-in. x 6-in. (or its equivalent), or over.
 Shafts and poles, sawn or bent, but not dressed, Spars in the rough.
 Spokes, rims and felloes of hickory, in the rough.

Dutiable Goods.	Duties.
Staves, undressed or roughly dressed, but not shaped.	
Veneers.	
Wicker, Bamboo, Cane, or Wood, manufactures of, viz.:—	
of, viz.: Buckets, wooden, canes and rattans, cane, compressed, in sheet and unshaped. Last blocks, rough turned. Lasts and trees, wooden.	

DIVISION XI.—JEWELLERY AND FANCY GOODS.

105 Fancy Goods (not being partly or wholly of gold or silver), including:—	
Card cases, snuff and match boxes, purses, thimbles, serviette rings, button-hooks, shoe-horns and lifts, glove stretchers, toys, ivory and other ornamental figures, ornamental confectionery, feather dusters, paper parasols, articles used for outdoor and indoor games, fishing appliances, pencil cases, pencils, and penholders, n.e.i., articles manufactured from pulp, papier mache, or indurated fibre, ad valorem.....	20 p c
106 Jewellery, viz.:—	
Chain, machine-made, in the rough, gallerie, coronets, beads, catches, and joints for pins, clasps, points, and brooch pins, ad valorem....	15 p c
107 Jewellery and imitation of jewellery, including ornamental hair, hat, and other pins, buckles, and clasps for adornment, smelling and pocket perfume bottles, chatelaines, jewel cases, bolt and split rings, swivels, ear wires, bars and stampings used in the manufacture of jewellery; medals and all articles, n.e.i., partly or wholly made up of gold or silver, including gold or silver wire, ad valorem	25 p c
108 Watches, clocks, and chronometers, n.e.i., and parts thereof, time registers, and detectors, opera, field, and marine glasses, pedometers, pocket counters, kinematographs, kinetoscopes, phonographs, graphophones, gramophones, cameras, and magic lanterns, including accessories, ad valorem	20 p c

SPECIAL EXEMPTIONS,—

Lead pencils and penholders of wood.
 Bullion and coin.
 Gold and silver, bar, ingot, and sheet.
 Jewellery, viz.:—Cameos and precious stones, unset.
 Ships' compasses.
 Ships' chronometers.
 Microscopes, telescopes, spectacles, except gold or silver; barometers and thermometers, except advertising, and watch and clock springs.

DIVISION XII.—LEATHER AND RUBBER.

109 Boots and Shoes, except partly or wholly of last-ing or stuff, English sizes to be the standard, viz.: Men's sizes above 5, per dozen pairs..... Youths' sizes above 1, per dozen pairs.....	20s & 15% 15s & 15% ad val.
Boys', 7-11, per dozen pairs	10s & 15% ad val.
Women's sizes above 2, per dozen pairs.....	15s & 15% ad val.
Girls' sizes above 10, per dozen pairs.....	12s & 15% ad val.
Girls', 7-10, per dozen pairs	9s & 15% ad val.
Slippers, leather, per dozen pairs	5s & 15% ad val.

Dutiable Goods.	Duties.
110 Boots and shoes, n.e.i. (including India-rubber), goloshes, slippers, n.e.i., boot and shoe uppers and tops, clogs and pattens, wading boots, slipper forms in the piece or otherwise, cork, leather, or other socks or soles, ad valorem...	25 p c
111 Cloths made waterproof with India-rubber, ad valorem	20 p c
112 India-rubber, or other hose, and manufactures, n.e.i., in which India-rubber forms a part, including cycle and vehicle tires, ad valorem....	15 p c
113 Leather manufactures, n.e.i., leather cut into shapes, harness, fazor strops, footballs, and parts thereof, and whips, including keepers, thongs, and lashes; ad valorem	20 p c
114 Leather, n.e.i., including green-hide for belting purposes, ad valorem	15 p c

SPECIAL EXEMPTIONS,—

Boots and shoes, viz., gum boots.
 Boots and shoes, minor articles for—
 Bristles,
 Buckles, not for adornment.
 Nails, viz.:—Bills, sparrow and other; clog, hob, Hungarian, nugget, pinpoint, screw or ice, spike, cricket, running, sprigs, tacks, lasting, tips, tingles, and rivets.
 Pegs and peg wood.
 India-rubber manufactures, viz.:—India-rubber, crude or powdered, rubber waste, hard rubber in sheets, rubber thread, boot and apparel elastics
 Belting (composition).
 Harness, Saddles, and Whips—
 Minor articles for:—
 Mountings, including hames, bits, and stirrups, not plated, gold or silver.
 Leather, viz.:—Crust or rough tanned hogskins, goat, and Persian sheep.

DIVISION XIII.—PAPER AND STATIONERY.

115 Paper viz.:—	
Manufactures of, unframed, for advertising purposes, including price lists, catalogues, fashion plates, and all printed or lithographed matter for such purposes, per lb.	3d
White, printing (uncoated), in sizes not less than 20 x 25 inches, ad valorem	10 p c
Writing, cut less than 16 x 13 inches, and paper, toilet, in rolls or packets, per lb.....	2d
Browns, grey, blue sugar, cartridge, and blotting, per cwt.	6s
Strawboard, per cwt.	2s
Bags, per cwt.	7s 6d
N.E.I., including cardboard, pasteboard, pulpboard, millboard, greyboard, leatherboard, and woodboard, cloth-lined boards and paper, floor paper, and paper hangings, ad valorem.....	15 p c
Vesta and match boxes, empty, per gross.....	3d
Cards, playing, in sheet or cut, per dozen packs.	3s
116 Stationery, Manufactured, viz.:—	
Advertisements and pictures, framed for advertising purposes; bill files and letter clips; boxes, cardboard, cut and shaped or finished; mounts for pictures; calendars and almanacs, n.e.i.; date cases and cards; albums, including birthday, scrap, motto, and character; cards and booklets, viz., printers', visiting, menu, programme, wedding, and funeral; Christmas, New Year, Easter, and birthday; scraps, transfers, and paper patterns; ink-stands, ink-bottles, and ink-wells; paper knives, blotters, blotting cases	

Dutiable Goods.	Duties.
and pads; billheads and other printed, ruled, or engraved forms of paper, n.e.i., bound or unbound; books, account, betting, cheque, copy, copying, diary, drawing, exercise, guard, letter music, memo., pocket, receipt, and sketch; envelopes, stationery, packets, wrappers for writing paper, memo., and sketch blocks, memo. slates and tablets, labels, tags and tickets, manufactures of paper, n.e.i., including printers' matrices; inks, writing and printing, and ink powders; wax, sealing and bottling, ad valorem	25 p c

SPECIAL EXEMPTIONS,—

Paper, viz.:—
 Emery and flint paper and cloth.
 Filter paper.
 Litmus paper.
 Pulp, for manufacturing paper.
 Roofing, sheathing, and insulating.
 True vegetable parchment for packing butter for export. Sizes, 48 by 14 in., and 48 by 12 in.
 Writing, in sheets not less than 16 by 13 inches.
 Pictures (not being advertised), viz.:—
 Autotypes, chromographs, engravings, etchings, oleographs, oil paintings, photographs, photogravures, and water colors.
 Kindergarten materials.
 Pens.
 Maps, charts, and globes.
 Parchment, cut and uncut.
 School and drawing slates, and slate pencils.

DIVISION XIV.—VEHICLES.

117 Bicycles, tricycles, and similar vehicles; vehicles and parts thereof n.e.i., cycle parts (except tires), plated, enamelled, polished, or otherwise compelled, or brazed or permanently joined, including cycle accessories, and motor vehicles, ad val.	20 p c
118 Cycle parts, n.e.i., ad valorem	15 p c
119 Vehicles, viz.:—	
Barouches, broughams, landaus, Victorias, mail phaetons, drags, and similar vehicles, each....	£12 & 15% ad val.
Express wagons, wagons for carrying goods, single or double seated wagons, four-wheeled buggies—mounted on springs or thorough braces, and without tops, each.....	£5 & 15% £5 & 15% ad val.
Hansom cabs; also single or double-seated wagons, wagonettes, and four-wheeled buggies— —with tops, each	£6 & 15% £6 & 15% ad val.
Omnibuses and coaches for carrying mails or passengers, each	£9 & 15% £9 & 15% ad val.
Tilburys, dog carts, gigs, Boston chaises, sulkies, and other two-wheeled vehicles—on springs or thorough braces, each	£3 & 15% £3 & 15% ad val.

DIVISION XV.—MUSICAL INSTRUMENTS.

120 Musical instruments, n.e.i., and pianos, parts of, n.e.i.; musical boxes, pianolas, and other attachments or articles for rendering music by mechanical process, and metronomes, ad val..	15 p c
121 Organs, pipe, ad valorem	20 p c
122 Pianos, viz.:—	
Grand and semi-grand, each	£12 & 15% ad val.
Upright, each	£4 & 15% ad val.

Dutiable Goods.	Duties.
SPECIAL EXEMPTIONS,—	
Musical instruments, parts of, viz.:—	
Action work in separate pieces.	
DIVISION XVI.—MISCELLANEOUS.	
123 Bags, baskets, boxes, cases or trunks, including fittings, viz.:—	
Fancy, hand, sporting, travelling, picnic, toilet, dressing, glove, handkerchief, collar, and work; satchels, reticules, valises, and companions, ad valorem	20 p c
124 Boats, launches, and yachts, imported in any vessel, including all fittings, ad valorem.....	20 p c
125 Brushware, viz.:—	
Carpet sweepers, hair brushes, and combs (toilet), and tooth brushes, ad valorem.....	15 p c
N.E.I., including brooms, mops, crumb trays, and brushes, ad valorem	25 p c
126 Coke, per ton	4s
127 Cordage and twines, n.e.i., including macrame twines, fleece thread, and brushmakers' and mattress twines, engine packing in rope form, and halters and other articles manufactured from cord or twine, including nets and netting, ad val.	20 p c
128 Corks, bungs, net floats, cork mats, and other manufactures of cork, ad valorem	15 p c
129 Explosives, viz.:—	
Ammunition and cartridges, n.e.i., ad valorem.	20 p c
Fireworks, ad valorem	20 p c
Fuse, per coil of 24-ft. or less, and in proportion for any greater quantity, per coil.....	1d
Powder, sporting, per lb.	4d
N.E.I., per lb.	1d
130 Photographic dry plates, films, and sensitized paper, ad valorem	15 p c
131 Pipes, smoking, including cases, and other accessories, cigar and cigarette holders and cases, smokers' sets and cases, and tobacco pouches, ad valorem	20 p c
132 Twine and Yarn, viz.:—	
Reaper and binder, per cwt.	8s

SPECIAL EXEMPTIONS,—

Bags, portmanteaux, and trunks (minor articles for)—when not gold, silver, or plated:—

Buckles, catches for lids, chain-links (known also as link-holders), clips (fluted), corners, frames, holders for lids, loops for handles or straps; nails (fancy), plates, rollers, stars; catches, handles, hinges, keyplates, and ornaments for portfolios.

Baskets, viz.:—Carpenters'.

Cordage, viz.:—

Engine-packing in sheet form.

Sewing silks, twists, threads and cottons, and crochet cottons

Unserviceable.

Metal.

Explosives, viz.:—

Caps, percussion.

Cartridges, military.

Detonators.

Powder, blasting, common, of which 20 per cent. or less will pass through an 8-mesh sieve.

Special fuse powder, for the manufacture of fuse under departmental by-laws.

Articles imported by and for the use of the Commonwealth or any State Government.

Articles imported by and for the official use of the Governor-General, State Governors and Consuls.

Dutiable Goods.	Duties.
Articles imported by, and for the use of, the army or navy, viz.:—Arms, military and naval clothing, musical instruments for bands, military stores, and munitions of war.	
Articles specially designed and imported for the use of the blind, deaf, and dumb, when imported by governing bodies of public institutions having the care thereof.	
Minor articles to be specified in departmental by-laws for use in the manufacture of goods within the Commonwealth.	
Models of inventions and other improvements in the arts.	
Natural history, specimens of.	
Outside packages, n.e.i., in which goods are ordinarily imported when containing such goods, and if such goods are free or subject only to fixed duties.	
Passengers' personal effects, including furniture and household goods, which have been in actual use by such passengers for at least one year, not exceeding £50 in value per adult passenger.	
Pictorial illustrations and casts and models for teaching purposes, when imported by governing bodies for the use of universities, colleges, or schools.	
Scientific instruments, and apparatus imported by governing bodies, for use in universities, colleges, schools, or public hospitals.	
Surgical and dental instruments and appliances (not being furniture), viz.:—	
Amputating, cupping, dissecting, examining, ear, eye, mouth, nose, throat, midwifery, operating, veterinary, lint, gauzes, bandages, ligatures, oil silk, poroplastic felt, splints, and artificial limbs and eyes.	
Trophies won abroad.	
Works of art, being statuary, and paintings, framed or unframed, also windows for churches or public institutions, under departmental by-laws.	

EXCISE DUTIES.

133 Beer, viz.:—Ale, porter, and other beer, containing not less than 2 per cent. of proof spirit, per gallon	3d
134 Spirits, viz.:—	
Distilled wholly from grape wine, barley, malt, molasses, or maize, per proof gallon.....	11s
N.E.I., per proof gallon	12s 6d
For fortifying Australian wine, or making vinegar, per proof gallon	1s
Methylated, per gallon	6d
135 Sugar, per cwt. of manufactured sugar.....	3s*
136 Tobacco, viz.:—	
Manufactured, per lb.	1s
Cigars, per lb.	1s 6d
Cigarettes, including the weight of the outer portion of each cigarette, per lb.	2s
Snuff, per lb.	2s

*Until the 1st January, 1907, less, from the 1st July, 1902, a rebate to the grower of 4s. per ton on all sugar cane delivered at a factory for manufacture therein, and in the production of which sugar cane white labor only has been employed. The rebate is calculated on cane giving 10 per cent. of sugar, and is to be increased or reduced proportionately, according to any variation from this standard.

INDUSTRIAL CANADA

ISSUED BY

The Canadian Manufacturers' Association.

"There be three things which make a nation great and prosperous: A fertile soil, busy workshops, and easy conveyance for man and goods from place to place."—Bacon.

Vol. II.

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Head Office, Toronto, Canada.

Mr. Robins' Speech.

We take special pleasure in giving in full the speech of Mr. William Robins, of Walkerville, on "Imperialism from a Canadian standpoint," as delivered at the first monthly dinner of the Association this year, because of the extremely thoughtful remarks it contains on many questions of Canadian interest and also because of our desire to give an accurate account of his remarks on the question of French Canadianism. This portion of his speech has received much public notice through the press and we are glad therefore to be able to give Mr. Robins' exact words on this very delicate question.

Any one who reads them carefully cannot fail to be struck by the kindly, sympathetic language in which the subject is introduced. No reader we are sure can take from these remarks that the speaker had anything but the most friendly feelings towards every section of the Canadian people, or that he would not lend his best efforts to promote the development of our common Canadian nationality.

On the other hand, the remarks of the Hon. Mr. Rolland on this subject received the heartiest possible reception. It was unfortunate that Mr. Rolland was compelled to leave by the evening train, and so was unable to remain to the close of the dinner and discuss the matter as fully as he would have liked. His thoroughly Canadian

remarks that whatever name they might bear, or whatever colors they carried, his compatriots in the province of Quebec were always loyal Canadians, were warmly received by the many present, who well remembered the services of the people of Quebec to British interests in the past.

There have been harsh criticisms in some of the press as to the policy of even mentioning such a subject. For ourselves, we are inclined to think that little harm can come from such a kindly, generous discussion of the subject as that of Mr. Robins on the one side, or such a loyal patriotic reply as that of Mr. Rolland on the other. When a question, admittedly delicate, can be discussed in such a spirit from both sides, and receive the reception that was accorded to both parties by the representative audience present, we are inclined to think that the interests of Canadian nationality are not being seriously imperilled.

Practical suggestions arising from other parts of Mr. Robins' address were of most marked interest and advantage. His remarks on the fiscal policy of Canada from the standpoint of the producers of farm produce were especially apt. He remarked that he could not see what was to be gained by adding our surplus of wheat, grain and pork, etc., to the United States surplus of the same goods, and then having to forward these all under the one general name of "American" to the English market. He believed that our experience with the United States people was such as to show that no concession would be made in such a way as to benefit the Canadian people. He had little confidence in the present reciprocity talk, but even if there were some probability of its being made effective he believed that when they were anxious to have reciprocity with us, it was time for us to question whether it was going to be to our advantage. He pointed out that the British market was the market for our farm produce, and that all our efforts should be directed towards promoting and extending it.

His practical suggestion in this connection that the manufacturers of Canada should raise a sufficient fund to inaugurate a campaign of education in Great Britain in favor of a preference for colonial produce was

especially timely, and will, no doubt, receive the serious consideration of our manufacturers during the next few months.

It would be a singularly appropriate action if this were undertaken by the manufacturers, for it would serve to show that the work of our Association and the aims of the manufacturers are not antagonistic to the farming classes of the country, but when extending and developing the market for their produce both in supplying the want of workers in our home factories, and in the obtaining of further outlets in foreign trade, the best interests of the whole country are served.

There are several members of the Association who have expressed the wish that Mr. Robins should be given another opportunity to more fully elaborate this plan, in order that it might be seriously considered by the membership prior to the next annual meeting.

There has been much talk in the public press recently of the possibility of the re-opening of reciprocity negotiations between the United States and Canada.

Many of the Canadian people, however, discuss reciprocity on a different basis; in other words, if it is found that reciprocity of trade is impossible with the United States, that the people of Canada should seriously consider the question of reciprocity of tariffs.

In the public discussion that has taken place on this question the general tendency is to regard the present state of affairs as quite favorable to the Canadian farming

NOTICES.

- 1—Executive of Montreal Branch—Regular monthly meeting, Temple Building, Montreal, January 9th, at 3 p.m.
- 2—Executive Council Canadian Manufacturers' Association—Regular monthly meeting, Board of Trade, Toronto, Jan. 16th, at 2 p.m.
- 3—Messrs. Robert Munro, President, and E. M. Wilcox, Assistant Secretary, leave for British West Indies from Halifax, January 27th, to look into openings for Canadian Trade.

MARK YOUR GOODS "MADE IN CANADA."

classes, but opposed to the interest of the manufacturer, against whose products the United States goods come into competition.

It will therefore be interesting for those of our readers who follow this subject to look carefully into the statistics given in another column, of the imports of farm produce into Canada from the United States, and our exports to that country.

From this it will be seen that although the United States with its huge industrial centres should be a splendid market for our farm produce, we purchase more than twice as much of their farm produce as they do of ours. In other words, the farmers of Canada are being prevented from selling their produce to the workmen who manufacture the goods that they are purchasing.

It will thus be evident that a continuance of the present relations of buyer and seller between these two countries can be no more satisfactory to the agricultural classes of Canada than it is to the manufacturer.

Canadian Foreign Agencies.

At the annual meeting of the Association emphasis was laid upon the necessity of the Government taking prompt action to improve the system of Government Agencies, and also to extend the work of the Department of Trade and Commerce in order to render material assistance to the exporters of Canada in finding outlets for their goods.

This question has received daily attention through the public press, and in our principal competing countries rapid advances are being made in this direction.

It is in the highest interest, therefore, of Canada, that some energetic action along these lines should be taken by the Canadian Government at next session of Parliament.

Tariff Questions.

Some surprise has been expressed that many manufacturers feel so strongly that considerable revision of the tariff will be necessary in the near future.

There are many reasons which give rise to this opinion. In the first place the undertaking by the iron and steel manufacturers of many new lines of manufacture not previously carried on in Canada will require an adjustment of the tariff so that these new lines will be placed on the same footing as other lines that have been continuously manufactured in Canada.

Then it is to be noted that when the tariff on iron and steel is altered to any extent a very great many of the industries of the country are more or less affected, and considerable tariff revision on these lines will be absolutely necessary.

Again, there are many who declare that the present tariff is one which has worked, and will continue to work, splendidly in good times, but which would be entirely inadequate to meet the competition that would

arise from any general world-wide industrial depression. If the manufacturers in Great Britain, the United States and other countries instead of having a comparatively ready market for their total production had to search for outlets for their goods, the present tariff in Canada would be most inadequate to meet the competition that would result.

Still further, it is to be noted that industrial enterprise, particularly in the United States, is organized to an extent unparalleled in the history of manufacturing, and the result of this has been an ability on the part of the huge concerns interested, to sacrifice what may only be a small proportion of their total business, but which is quite sufficient to entirely upset the conditions of the limited Canadian market.

These and other conditions are the cause of much apprehension at the present time, and the impression is growing steadily that the Government must, as the result of changing conditions, undertake a careful revision of the tariff in the very near future.

Foreign Languages Bureau.

We are glad to be able to announce in this issue that arrangements have been completed whereby any work of translation into modern languages can be arranged for through the Association. Correspondence, circular letters, catalogues or other work will be readily undertaken.

Anything in this connection should be addressed to the Association and will receive prompt attention.

NEW MEMBERS OF THE ASSOCIATION.

MONTREAL.

The membership of the Association still continues to increase. The following is a list of firms which have joined its ranks during the past month.

The Benallack Lithographing and Printing Co., lithographing and printing.

J. P. Black & Co., wrappers, skirts, etc.

Canadian Colored Cotton Co., cottons.

Canadian Wrapper Manufacturing Co., ladies' wrappers and underwear.

The DeLaval Manufacturing Co., cream separators and other centrifugal machinery.

Duclos & Payan, leather, etc.

Electrical Fireproof Co., fireproof lumber.

J. M. Fortier, Limited, cigars, cigarettes and cut tobaccos; dealers in all kinds of leaf tobaccos.

James Fiffe, scales.

Chase & Sanborn, coffee.

Montreal Carriage Leather Co., upholstering and patent leathers.

Montreal Shirt and Overall Co., Limited, shirts and overalls.

Montreal Show Case Co., show cases.

New Warren Scale Co., scales.

L. H. Packard & Co., shoe dressing, garters, leggings, soles and baby shoes.

J. Rattray & Co., cigars, tobacco and snuff.

Shaw, Cassils & Co., sole leather.

Standard Photo Engraving Co.

The Tombyll Upholstering and Frame Manufacturing Co., Limited.

H. A. Wilder & Co., furniture and bedding.

OTHER THAN MONTREAL.

Adam Beck, London, Ont., cigar boxes and veneer lumber.

Canada Furniture Manufacturers, Limited, Wingham, Ont., furniture.

Petrie-Taylor Manufacturing Co., Guelph, cream separators.

Underfeed Stoker Co., Toronto, "The Jones" underfeed stokers.

The Maple Leaf Rubber Co., Port Dalhousie, rubber boots and shoes.

RAILWAY AND TRANSPORTATION COMMITTEE.

This Committee has had several important matters before it for consideration.

The schedule of rates submitted by the White Pass and Yukon Railway for approval by the Department of Railways and Canals. This schedule was submitted to our Railway and Transportation Committee for opinion.

The Department was thanked for its consideration in consulting the views of the shippers in this matter and a letter was instructed to be forwarded to the Department stating that while the Committee appreciated the difficulties of constructing and operating a road of this kind and the consequent heavy expense, they could not see that such high rates as were proposed in the schedule could be justified. They therefore, hoped that the Department would insist upon a reduction to practically one-half of the rates named, in order that the development of this important section of Canada should not be retarded.

As an example of the rates charged, it is sufficient to know that in the schedule submitted to the committee the lowest car-load rate for 4th class goods for the 95 miles of the road was \$2.70 per 100 lbs. The rate on mining machinery in car-loads for the same distance is \$2.55 per 100 lbs.

The committee have reason to believe that these rates are receiving the careful attention of the department.

The question of securing the appointment of a reliable shipping agent at New York to handle shipments through that port for members of the Association, who have not already representatives, was proceeded with. In all probability satisfactory arrangements will be made with Messrs. Alfred Post & Co., New York, to act as their special representatives. In so doing, they will furnish the Association and members with reliable information as to rates, date of sailings, etc., and handle all shipments at minimum fixed charges and

give our members the benefit of their contract rates to such ports as they have contracts for space. The Association in so doing incurs no financial responsibility, and arrangements should be mutually satisfactory.

The committee also instructed the chair-

man and secretary to prepare a strong memorandum setting forth the advantages of direct sailing from Eastern Canada to South Africa and Australia, in order to lay same before the Government, and in the meantime desires to advise the Government that it would be highly desirable to have some

provision made whereby freight could be carried on the vessels now carrying war supplies to South Africa in order that business could be commenced from Canadian ports.

Other matters before the Committee were left over for future consideration.

EXECUTIVE COMMITTEE

Important Meeting—Tariff Matters Discussed

THE decision to hold the regular monthly meeting of the Executive Council of the Association on the third Thursday of each month was evidently justified by the large attendance at the last meeting.

Mr. Robt. Munro, president, occupied the chair. Others present were Messrs. Cyrus A. Birge, Geo. Booth, P. W. Ellis, W. K. McNaught, Geo. H. Hees, J. Hagar, C. C. Ballantyne, Hon. J. D. Rolland, Arnold W. Thomas, R. Y. Ellis, R. Millichamp, C. R. H. Warnock, W. K. George, Jas. P. Murray, J. O. Thorn, F. B. Gaylord, Thos. Roden, C. N. Candee, R. J. Christie, Frederic Nicholls, R. Hobson, H. Cockshutt, T. J. Drummond, A. E. Kemp, Geo. E. Drummond, C. J. Alexander, E. Gurney, J. F. Ellis, John J. Drummond, T. H. Smallman, and D. B. Shantz.

COMMUNICATIONS.

Under the head of communications received the following matters were dealt with:

1. The request from the offices of the Western Union Cable Directory Co. asking that the Association second their efforts to secure the placing on file of their code in the telegraph offices of the United Kingdom.

It was resolved that the secretary be instructed to write a letter expressing the hope that this concession would be granted.

2. An invitation from the Elder-Dempster S. S. Co. addressed to the secretary offering free transportation to Great Britain and from thence to the west coast of Africa or to the West Indies in order to investigate the openings for Canadian trade in these important fields.

The secretary was instructed to accept the invitation, stating that advantage would be taken of it at the earliest possible opportunity.

3. The resignation of Mr. R. L. Torrance as representative of the Association on the Industrial Exhibition was accepted, and the Exhibition committee asked to nominate a successor.

4. A communication was read from Mr. Geo. A. Chapman asking the co-operation of the Canadian Manufacturers' Association in reviving the Dominion Board of Trade. The letter outlined the advantages believed to result from the formation of such an important body, and asked the Association to assist.

After discussion it was resolved that no action be taken in connection with this matter at the present time, but that Mr. Chapman be thanked for drawing the attention of the Association to the matter.

5. A communication from Mr. J. O. Thorn advocating the starting of a campaign to educate the people of Canada as to the importance of developing our manufacturing industries. This was referred to the Commercial Intelligence Committee for full consideration and report.

6. Another communication from Mr. Thorn supporting his former letter with reference to the use of the term "American" was referred to the Commercial Intelligence Committee for the purpose of definite report at the next meeting.

7. Letters were read, as shown in another column, from Nova Scotia, asking that the next annual meeting be held in Halifax. Similar letters were also received from Winnipeg.

Resolved that these should be acknowledged at the present time and that the parties interested be informed that a decision would not be made until later. Meantime the Reception and Membership Committee should be asked to report recommending the next place of holding the annual meeting.

The treasurer's report was presented by Mr. Geo. Booth, who moved its acceptance, seconded by Mr. McNaught. Carried.

FINANCE COMMITTEE.

Mr. P. W. Ellis submitted the report of the Finance Committee, which recommended:

1. The acceptance of the invitation of Messrs. Pickford & Black to carry a representative of the Association to the West Indies for looking into trade openings, for Mr. E. M. Wilcox, assistant to the secretary.

2. The appointment of Mr. J. F. M. Stewart as further assistant in the office of the Association.

3. The appointment of Mr. E. H. Cooper as secretary of the Montreal branch.

4. The renting of an office in the Temple Building, Montreal, for the use of the Montreal branch.

5. That the offer of the Foreign Languages Bureau to handle translations of the members of the Association at fixed prices, be accepted, and notification placed in INDUSTRIAL CANADA that translations can be arranged for through the office of the Association.

6. Recommendation for payment of the month's accounts.

Mr. Ellis moved the adoption of the report, seconded by Mr. Booth. Carried.

CANADIAN EXHIBITION.

Mr. J. O. Thorn presented the following report of the special committee appointed to consider the question of an all-Canadian exhibition, and moved its acceptance, seconded by Mr. Nicholls.

The report was carried, reading as follows:

At the last meeting of the Executive Council a special committee, consisting of the President, First Vice-President, Ontario Vice-President and W. K. McNaught and J. O. Thorn, were appointed for the purpose of dealing with the resolution of the Association to hold an all-Canadian Exhibition.

The committee now begs to report that at a largely attended meeting of the Executive of the Montreal Branch held on the 12th inst., the feeling was unanimous that Toronto was undoubtedly the only Canadian city prepared to handle it.

It was therefore suggested that the Association unanimously approve and report in favor of Toronto as the most suitable place from the manufacturers' standpoint, provided that commodious buildings were erected.

RECEPTION AND MEMBERSHIP.

Mr. J. P. Murray submitted the report of the Reception and Membership Committee covering first a report of arrangements for the first monthly dinner and debate to be held in the Temple building, Toronto.

2. Recommending that the next monthly dinner take place in Hamilton at the invitation of the Hamilton manufacturers.

3. Recommending the acceptance of some twenty-five applications for membership.

The report was seconded by Mr. Geo. H. Hees and carried.

At this point Mr. H. Cockshutt stated that he wished to extend an invitation to the Association to hold one of the monthly dinners in the city of Brantford.

The chairman of the Reception Committee assured him that this matter would at once be taken into their consideration.

RAILWAY AND TRANSPORTATION.

In the absence of the chairman, the secretary presented the report of the Railway and

Transportation Committee covering first a report with reference to the schedule of rates submitted by the White Pass and Yukon Railway; second, the appointment of Messrs. Alfred H. Post & Co., of New York, as shipping representatives of the Association, for report as soon as full details of the appointment could be completed.

3. Report of the Chairman and Secretary, who had been instructed to prepare a strong memorandum setting forth the advantages of direct sailings from Eastern Canada to South Africa and Australia.

The adoption of the report was moved by Mr. Thorn, seconded by Mr. George, and carried.

PARLIAMENTARY COMMITTEE.

The report of the Parliamentary Committee included:

1. Recommendations with reference to the Alien Labor Act and the Union Label Legislation.

2. That the work of securing a charter of incorporation for the Association was being proceeded with.

3. That the resolution with reference to Insolvency Legislation had been forwarded to Ottawa.

4. Recommendation that the Executive Council appoint a strong committee to draw up such form of Insolvency Act as would best meet the commercial interests of Canada.

5. That the resolutions with reference to the Patent Office, Patent Legislation and Trade Mark and Design Act had been forwarded to Ottawa with the exception of the resolution relating to fees for trade-marks and designs. The Executive Council was recommended to support no change in the present charge for general trade-marks.

The adoption of the report was moved by Mr. Thomas, seconded by Mr. J. F. Ellis, and carried.

INSOLVENCY LEGISLATION.

The following committee was then appointed with reference to insolvency:

Convener: J. R. Shaw, The Canada Furniture Mfrs., Ltd.; R. A. Donald, The Pure Gold Mfg. Co.; W. P. Gundy, The W. J. Gage Co., Ltd.; A. W. Thomas, The Copp Clark Co., Ltd.; W. A. Kemp, The Kemp Mfg. Co.; Frederic Nicholls, Canadian General Electric Co; Geo. H. Hees, Geo. H. Hees, Son & Co.

TORONTO BRANCH.

The report of the Toronto Branch was introduced by Mr. J. O. Thorn, chairman, and embodied information as to

1. Action re elevator inspection in the city.

2. Securing of additional representation for the Manufacturers' Association on the Toronto Technical School Board.

3. Assistance to the west end manufacturers in securing improvement in their postal service.

4. The adoption of a resolution pledging

the support of the Branch Executive to the by-law to be submitted to the ratepayers of Toronto for the purpose of raising a sufficient sum of money to provide for the erection of new and up-to-date buildings for the Toronto Industrial Exhibition.

Moved by Mr. Thorn, seconded by Mr. Booth, that the report be received.

In the discussion that followed, recommendation was made that the Toronto branch be active in securing the passing of the by-law with reference to the Industrial Exhibition.

MONTREAL BRANCH.

The report of the Montreal branch embodied a report of meetings held in Montreal, including the resignation of the present secretary, Mr. Walter Roach.

2. The support of the Montreal branch to a Canadian exhibition in Toronto if suitable buildings were provided.

3. Approval of applications for membership from Montreal.

4. The question of machinery tax.

5. Discussion of tariff matters.

6. Views as to the place of meeting for the next annual gathering of the association.

The adoption of the report was moved by Hon. J. D. Rolland, chairman of the Montreal branch, and seconded by Mr. Thorn. Carried.

SECRETARY'S REPORT.

The report of the secretary embodied first, an explanation with reference to the next issue of INDUSTRIAL CANADA, the reason why the Commercial Intelligence Committee had not been convened, and finally, notification that the Association had already secured representation on the Ottawa Industrial Exhibition, and was likely to do the same at Halifax, London and Winnipeg.

The secretary was instructed to write to each of our members in these localities for the purpose of securing their nominations for representatives in each place.

The report of the Tariff Committee was presented by Mr. W. K. McNaught, Chairman. The contents of this report are more fully presented in a separate account of the proceedings of the Tariff Committee meeting.

Mr. McNaught moved the adoption of the report, seconded by Mr. J. F. Ellis.

Mr. Geo. E. Drummond, who was present, dealt upon the importance not only to the manufacturing industries of Canada but to the whole country at large, of conserving and extending the present factories, and suggested that a strong committee be appointed to consider ways and means of impressing upon the people of Canada the importance to the country of developing its industries which afford employment to the Canadian people.

The motion was seconded by Mr. J. O. Thorn and carried.

The following committee was then appointed to consider this matter, the committee to have power to add to its numbers: Messrs. Geo. E. Drummond, Robt. Munro, W. K. McNaught, F. Frost, H. Cockshutt, J. O. Thorn, R. Hobson, P. W. Ellis, Cyrus A. Birge, W. W. Watson, Hon. L. M. Jones, E. B. Eddy, E. W. Rathbun, Edward Gurney, Frederic Nicholls and the Secretary.

Mr. J. P. Murray gave notice that at next meeting he would make the following motion:

WHEREAS, the Dominion of Canada possesses the elements of great national expansion and prosperity in her broad areas

of fertile soil, her splendid system of land and water communication, her invaluable resources in fishing, timber and minerals, her abundant and unequalled water courses fitted for the production of illimitable motive and manufacturing power, her varied and well established manufacturing industries, her greater contiguity to Asia and Europe as compared with her chief competitor, the United States, her excellent climate, her free institutions, and her orderly system of government.

WHEREAS, the results of past efforts to direct the flow of emigration from Great Britain into Canada have not been as satisfactory as the conditions warrant, and the opportunities for mutual trade have not been adequately availed of.

THEREFORE resolved, that the principal Boards of Trade of Canada be memorialized by the Canadian Manufacturers' Association to join with it in sending a representation to visit the leading commercial centres of Great Britain and Ireland, to meet with Boards of Trade and Chambers of Commerce and other commercial bodies, and by conference, addresses, newspaper interviews and otherwise, to place before the people of Great Britain the great benefits that would result to British and Imperial interests by a systematic mutual co-operation in promoting emigration and trade with Canada in preference to foreign and possibly hostile countries.

Mr. J. Hagar also gave notice of motion for next meeting of the Executive Council.

The meeting then adjourned.

PARLIAMENTARY COMMITTEE.

The Parliamentary Committee's agenda paper contained several important items.

As it was learned that the trade unions intend to introduce their Union Label Bill again at Ottawa, the Parliamentary Committee resolved in this case to oppose it on behalf of the manufacturers of Canada.

The Committee also recommended to the Executive that an amendment be asked for to the Alien Labor Act, whereby it may be possible for firms to bring skilled workmen into Canada to perform labor for the development of Canadian industries, provided that skilled labor for that purpose cannot be otherwise obtained.

The Committee instructed the Secretary to give notice of application for Charter of Incorporation for the Association and gave the Chairman and Secretary power to appoint a special committee to draw up the terms of the charter desired.

In connection with the question of Insolvency Legislation, the secretary was instructed to forward to the Government resolutions passed at the annual meeting and the recommendation was sent forward to the Executive Committee to appoint a strong committee to draw up a form of Insolvency Act that would best suit the needs of Canada.

Instruction was given to forward the resolutions dealing with the Patent Office, Patent Legislation, Trade Mark and Design Act to Ottawa, with the exception of that part of the resolution relating to fees for trade marks and designs.

It was resolved to recommend to the Executive Council that no change be made in the present charge for general trade-marks.

The question of Extra-Provincial Companies and the Employers' Liability Act were held over for further consideration.

First Monthly Dinner of the Association

A very Interesting Occasion.

THE regular monthly dinners of the Association, which proved such enjoyable events for all who were able to attend last year, were resumed on Wednesday evening, December 19th, when the first of this year's series was held at the Temple Cafe, Toronto. The occasion was informal, the members assembling direct from their places of business at the hour of 6.30, when they were naturally in readiness to do full justice to the menu that had been provided. Some 94 in all were present.

President Munro, who occupied the chair, opened the after-dinner part of the proceedings by proposing the "Toast to the King," which was responded to by the members rising and singing the national anthem. A song by Mr. McKay then followed, and was much appreciated.

PRESENTATION TO MR. GEORGE BOOTH.

The president now rose to perform an exceedingly pleasant duty, that of presenting to Mr. George Booth, treasurer, the token of esteem from the members of the association, in the form of a handsome gold watch and chain and an illuminated life membership certificate, which had been voted at the annual meeting in Montreal.

In making the presentation, the president referred to the long period during which Mr. Booth had held the position of treasurer—twenty-five years at least—even Mr. Booth himself, he said, could not remember exactly how long. When men came to the age of Mr. Booth and himself, they were not inclined to care much for laudatory remarks; but one always appreciated the good will of those with whom he was associated. And he was sure Mr. Booth would be pleased to know what hearty good will was entertained towards himself by the members of the Association. In the name of the members of the Canadian Manufacturers' Association he would ask Mr. Booth to accept of these tokens of appreciation of services rendered, and the esteem of his fellows.

COPY OF ILLUMINATED LIFE MEMBERSHIP CERTIFICATE PRESENTED TO MR. BOOTH.

GEORGE BOOTH, ESQ., Treasurer, Canadian Manufacturers' Association.

We have the honor to convey to you the following resolution which was unanimously adopted at the annual meeting of the Canadian Manufacturers' Association, held in Montreal on November 5 and 6, in the year nineteen hundred and one. That the thanks of the Canadian Manufacturers' Association are due, and are herewith tendered to Mr. George Booth for his long and faithful services as treasurer of the organiza-

tion, and that in recognition thereof, Mr. Booth be elected a life member of the Canadian Manufacturers' Association.

In accordance with the above resolution we hereby certify that Mr. George Booth has been enrolled as a life member of the Canadian Manufacturers' Association.

ROBT. MUNRO,
President,
T. A. RUSSELL,
Secretary.

Dated at Toronto, December 19th, 1901.

The entire audience rose and sang "He's a jolly good fellow," accompanying it with three cheers and a tiger in honor of Mr. Booth.

MR. BOOTH REPLIES.

In reply Mr. Booth said that he appreciated very deeply the words of the chairman and the tokens of good will from the mem-



GEORGE BOOTH

Treasurer of the Association since 1886

bers of the association. He said that at the annual meeting when he looked around on the members present and did not see one who had belonged to the Association when he first joined, he experienced somewhat of a gloomy feeling, and was afraid some of that feeling had communicated itself to his words in replying to the kind resolution that had been passed in his honor on that occasion. If so he wanted to apologize for it. He accepted the handsome presents given him, not only as tokens of their good will, but as specimens of Canadian manufacture. (Applause.) When he became a member of the Association Canadian manufactures were a by-word. To-day they are equal to any in the world.

He agreed with the chairman that we always appreciate the good will of those with

whom we are associated. He was proud of the growth of the Association, and thought it was something worth while to be treasurer of an Association which now had 1,000 members on its roll. He also esteemed it a great honor to be the first on the roll of life membership. He felt very proud of their gift, and knew it would be much appreciated by his relations and friends, and he would like to thank them from the bottom of his heart for it. He had just a word more to say, and that was to express his pleasure at seeing present his old friend Mr. Robins, who was to speak to them to-night. He had known Mr. Robins for many years and had a very high respect for him.

The meeting was now entertained by a humorous recitation by Mr. T. J. W. Lee, after which the chairman announced that Mr. W. K. George had some remarks to make.

PRESENTATION TO MR. P. W. ELLIS.

Mr. George said he had a very happy duty to perform, and called upon Mr. P. W. Ellis to accept on behalf of the members of the Canadian Manufacturers Association the present of an illuminated address as a token of their appreciation of his services as president during the past year.

He hoped that this address would serve as a souvenir to Mr. Ellis to call to his memory pleasant recollections of his associations as president. His children and children's children would read it and learn of the appreciation felt by the members of the association for his very valuable services. It was therefore a great pleasure to be privileged to present Mr. Ellis with this address, which was as follows:

P. W. ELLIS, ESQ., Ex-President Canadian Manufacturers' Association.

DEAR SIR,—At the annual meeting of the Canadian Manufacturers' Association, held in Montreal, November 5th and 6th, 1901, a meeting which was recognized by all the members as the most successful ever held under the auspices of the Association, there were many members who felt they would be lacking in self-respect if they failed to convey to the retiring president the keen appreciation they felt of his services to the Association. No effort was made to reach the general membership of the Association, but every one in attendance at the annual meeting was eager to join in a proper expression of acknowledgment.

The small committee that was asked to complete the arrangements felt that an address suitably inscribed in book form would admit of the most permanent recognition of this work.

We accordingly have the pleasure to present the following address :

"The members of the Canadian Manufacturers' Association wish to express to you their sense of the value of the services you have rendered, not only to the Association, but to the Dominion of Canada at large.

"The members of the Association recognize that the success of the manufacturing industries of the country depends upon the hearty co-operation of all the great producing interests of Canada, and your efforts have ever been directed towards promoting and developing that unity of interests which is so essential to our national progress.

"In this work we desire to refer especially to the masterly address you delivered at the close of your year of office as President of our Association.

"You reviewed in it the great questions bearing on our industrial development with such ability and aptness that we believe the address will aid materially in making the work and attitude of the manufacturers, and the aims of our Association, more widely appreciated and more favorably known throughout the whole of Canada.

"As members of the Canadian Manufacturers' Association we cannot forget your numerous services to the Association in other respects.

"We remember your constant service in its ranks, bearing the burdens of its work and sharing its successes and disappointments. But we realize even more keenly your services during the past year in which you occupied and occupied so ably and unselfishly, the position of President.

"During your year our membership has more than doubled, and the Association has taken its place in the very front rank of organizations that aim at furthering the commercial prosperity of our country.

"We ask you therefore to accept this expression of our appreciation, together with our hearty wishes for the health and prosperity of yourself and family.

"Signed on behalf of the members of the Canadian Manufacturers' Association."

ROBT. MUNRO,

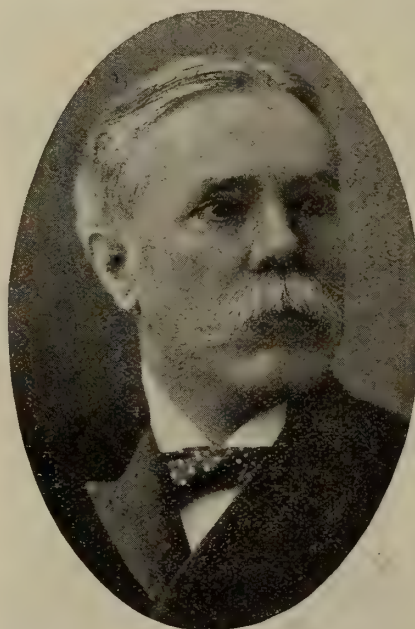
President.

CYRUS A. BIRGE, T. A. RUSSELL,
Vice-President. Secretary.
Toronto, Dec. 19th, 1901.

MR. ELLIS REPLIES.

In reply, Mr. Ellis said that he was completely taken by surprise. He had not had the remotest idea that he would be called upon to receive such a splendid token of appreciation of his services. Any Canadian would feel proud to receive such a token from the manufacturers of Canada. It was an indication of the *esprit de corps* which pervaded the ranks of the manufacturers, and which seemed to be infectious. He had been a member of the Association for twenty-five years, and those twenty-five

years were full of delightful memories to him. When he assumed the duties of president, he felt some hesitation as to his ability to fill the position, remembering the long line of distinguished gentlemen who had preceded him in that office; but he felt assured when he remembered the ability of those with whom he was associated. The prosperity of the Association was a result of the co-operative efforts of all the officers. It was gratifying to know that the great industries of Canada were united in an Association which he believed had a great work to perform. This work had only been begun and it involved vast interests. He had been spellbound with pleasure, so to speak, at seeing Mr. Booth honored by the members to night, as he well deserved to be, considering his long and valuable services. Mr. Booth was a gentleman whom he greatly admired. He envied him his even temper. It did not make



P. W. ELLIS

Ex-President of the Association

any difference how low the treasury was, Mr. Booth was always in the best of humor. He himself had not looked for any recognition of his services but he admitted that we all like to feel that we are appreciated. He thought a new and very beneficial custom had been inaugurated in recognizing the services of the officers. This would help in future to attract to the position the very best men in the country. He was proud to see present to-night no less than seven representatives from the great commercial city of Montreal, and quite a number from towns outside of Toronto. Such meetings as these would tend still further to enhance the spirit of unity among the manufacturers. He referred to the royal manner in which the Montreal members had entertained the Association at the Annual Meeting and he was pleased to learn of the greatly increased attendance at the meetings of the local branch in Montreal which had

been held since. It showed the growing interest in the Association and that all were now one in purpose to accomplish something for the good of Canada. He concluded by thanking the members very sincerely for their gift.

Mr. Roschereau now sang a French song, which was loudly encored, after which the chairman called upon the speaker of the evening, Mr. William Robins, to address the meeting.

MR. ROBINS' ADDRESS.

Mr. Robins began his address by expressing in very warm terms the pleasure which he felt in seeing his esteemed friend, Mr. Booth, honored by the members of the Association as he had been to-night. He had a quarrel, he said, with the Association for not intimating to him that this honor was to be paid Mr. Booth, as he would like to have had a personal share in it. He had known Mr. Booth ever since the first time he arrived in this country, when he had entered the employ of the company of which Mr. Booth was the financial head. To-day there was no one of whose esteem he was more proud and it gave him genuine pleasure to note how Mr. Booth was appreciated by the Association.

ADVICE TO THE PRESS.

He also expressed the hope that the press would report his remarks accurately. Eighteen months ago he had addressed the United Empire League, on which occasion he had been seriously misreported, with the result that erroneous accounts were spread which it was impossible to correct. On that occasion he had estimated that 90% of the people of the United States were opposed to England in the struggle with the Boers, and although some of his hearers agreed with him others thought that he was very much astray. Well, he had with him now an article from the *Detroit Free Press* of the 10th inst. which affirmed that nine out of every ten Americans regard the Boer war as an unholy assault upon the liberties of a free people. He mentioned this in case anyone should be inclined to blame his hosts for asking him to speak here again.

IMPERIALISM.

"To some people," he said, "the term Imperialism is like a red rag to a bull, but for this I can see no reason. In the Standard Dictionary we find 'Imperial' thus defined 'as used recently of Great Britain pertaining to both home and colonial governments or interests.' Now it is generally agreed that so far as our liberties are concerned there can be no improvement possible, but as a business man I have thought a good deal about the commercial aspect of the question. Sentiment is a very important thing; but although it may be ever so strong, sentiment must eventually give way unless it coincides

with our material interests. We have, first of all, our families to provide for.

ENGLAND OUR BEST MARKET.

Looking at the matter from the standpoint of our material prosperity, we find that England to day is the best market we have in which to sell our goods, and more than that, it is the only willing market we have. If you go over the whole list of other countries with which Canada does trade, you will not find one of them which offers us a willing market. There are some people who think that our prosperity would be improved if we made the United States our chief market. I, however, am one who does not believe in that idea. I do not believe that it would be to our best interests that we should have our surplus of wheat and other products go to a country which has a surplus of the same articles to dispose of. Let us sell our own wheat and manufacture our own raw material. It is universally agreed that England is our best market, and if we cannot hope to find a better market it is certainly to our interest that we should endeavor to retain this market.

I may tell you here, gentlemen, that I look forward with confidence to our doing so, for I believe that Great Britain will offer us a preference in that market, if we take the proper steps to obtain it.

RECIPROCITY WITH THE UNITED STATES.

What does the new reciprocity movement in the United States mean? I do not want to throw stones at our American friends, but you may remark this, that when reciprocity did exist the balance of trade was in their favour, and therefore when they put an end to reciprocity it would not seem to have been for commercial reasons. We have in Canada a party who have time and again tried to obtain reciprocity with the United States, but the head of that party, Sir Wilfred Laurier, said the other night that no further action would be taken for reciprocity. To me that statement was a great relief, for I have always felt that our course was a little lacking in self-respect, in dignity, in self-reliance, and in political economy. It may be urged that the Americans are changing their attitude toward Canada on this question; but what is the reason? I take the statement of Mr. Howes of Boston, who when addressing the Detroit Chamber of Commerce two or three years ago argued that it would be of advantage to the United States to adopt reciprocity with Canada. And he declared that the treatment meted out to Canada in the past might be called a policy of kicks and cuffs. I can assure you gentlemen, that the people of the United States are very shrewd people, and when they think a thing is to their best interests, it is very likely not to be in the best interests of the other party. (Loud applause.) When it comes to the time that Americans say reciprocity is a de-

sirable thing, let us look very careful at the reciprocity which they offer. For my part I am glad that they refused reciprocity, for it has thrown us upon our own resources. It has caused us to find out powers and possibilities in our country which we did not dream of before. No matter what they meant, whether to force us into annexation or not, I say that we may be thankful, for to-day we have more self reliance and are stronger than we would be otherwise.

Mr. Howes also said that their refusal of reciprocity had thrown Canada into the arms of England. Well, thank God for it gentlemen. (Applause.) If there is anything that will tend to bind us closer to the Motherland, I say that we may be truly thankful for it.

ATTITUDE OF ENGLISHMEN TO PREFERENTIAL TRADE.

I cannot agree with those who say it would be difficult to obtain a preference from



WILLIAM ROBINS
Of Walkerville, Ontario.

England. I admit that, as a rule, the Englishman is not inclined, at first sight, to entertain the proposition very favorably. That is perfectly natural, for he is conservative by nature. My experience, however, in discussing the question with Englishmen, both in England and here, is that they are very amenable to reason, and that a little argument may usually lead them to see things in a different light.

I remember meeting a number of gentlemen at a Club in England last winter, one of whom in the course of conversation remarked, 'Canada has done much for us, can we do anything for Canada.' I replied that I did not believe England owed us anything; it was rather the other way; but if he asked me to suggest something which would be mutually advantageous I would mention preferential trade. He, however, shook his head at that, and said he was afraid it was impossible, Great

Britain would never give up free trade. I pointed out to him that in my opinion she had never had it; that 'trade' implies two parties; and I asked him what country England had ever had free trade with. After some pondering it dawned on him what I meant; this was an aspect of the question which had never occurred to him before. Some discussion followed in which I found that he was a strong believer in this so-called free trade for Great Britain. He said that England would not submit to a tax on food, but I asked him if she would object if some one else paid it. I showed him how if the preference were given it would build up the colonies and make large and willing markets for British goods; that while England pays the Americans cash for supplies, she would pay us in goods which bore a profit. I didn't convince him, but the others confessed themselves much impressed.

A PRACTICAL SUGGESTION.

Now, gentlemen, what we have to do, in my opinion, to accomplish the desired result in Great Britain is to take the matter up in a business-like way. Thus far we have handled it only as amateurs. We must make the advances: we must educate the British public. Let this Association raise a fund of say \$100,000, send half a dozen good speakers over to address public meetings, and I believe that in a year we should see a great deal done. (Applause.)

A year and a half ago I laid this proposition before the United Empire League, but I regret to say that it was not acted upon. I repeat it to-night before the Canadian Manufacturers' Association, and I feel confident that if it is adopted good results will follow in a very short time.

VALUE OF THE BRITISH MARKET.

The English heart is beating with a desire for closer relations with the colonies; and on our side it is obviously a business well worth taking up. Look at what the English trade has done for the United States.

Mr. David A. Wells, a high American authority, says:

England buys from us just about as much as all the rest of the world; and all other countries of the world do not afford, and could not afford, us such a market as she does for our agricultural products, which must long remain the principal things we have to sell abroad.

If England had not in a great measure abandoned agriculture, and turned to the United States for her supply of food, who could say what would have been the present economic condition of our people at the west and south, or of the people at our manufacturing and financial centres of the north and east, who are dependent upon the prosperity of the west and south.

IS BRITISH TRADE DECLINING?

If the British market has built up the United States, preferential trade would do exactly the same for us. But there are some people who ask, "would it be wise to tie ourselves up to England, now that her com-

merce is declining?" In reply to that, I say that if I thought the commerce of England was declining, I, as a man owing my birth to her, would stand by her as long as I lived. (Applause.) But, where is her decline? I was over last winter, and during all the time I was in London I was not asked once for alms by man or boy. I heard nothing but contentment from business men; I saw nothing but evidences of prosperity. I asked a Detroit friend who returned from Great Britain recently how trade was over there; he replied, "Booming."

We hear a good deal about the United States underselling British manufactures in the markets of the world; but I believe you will find that it is not the man who sells goods at the lowest price who makes the most money, but he who sells all he has to sell, and all he wants to sell, at a good price. The Englishman is not out to undersell his competitors exactly, but to make money, and he generally succeeds in doing that.

I travelled a few months ago with two American gentlemen for some distance on the train, and in talking on this matter one remarked in a somewhat boastful tone: "The United States is beating England on her own ground." Yes, I replied, but you cannot beat her on *your* own ground. The day Americans see that they can beat England on their own ground they will take down their tariff wall.

I called his attention to the fact that the United States, with a population practically double that of Great Britain, had for the first time merely equalled Britain's trade, so the position was really one of fifty cents to a dollar. His companion told him that I was perfectly right.

It is surely premature to say that England is losing ground in the commerce of the world.

CANADA MORE PROSPEROUS THAN THE UNITED STATES.

Some say that the United States is more prosperous than Canada. I have travelled a good deal, and I say without hesitation, that the average of comfort in Canada is higher than in the United States. But, it is argued, look at the Rockefellers, Morgans, Vanderbilts. Gentlemen, you cannot estimate the fertility of a country by looking at its mountains; no more can you estimate the prosperity of a country by the tremendous fortunes accumulated by Rockefeller and Carnegie. I do not want to live in a country where there are millionaires of such magnitude as in the United States. I am afraid they would be making something out of me. Where there are such conditions you may be sure everybody pays tribute to them. It is under such conditions that armor plate for the national defence costs \$400 a ton, where if it were made by the government it would cost only \$100 a ton. I do not wish

to live in a country where such colossal fortunes are possible. I believe it is a menace to the wellbeing of the people that one man can hold in his hands wealth equal to the national debt of a big country; and with all due deference to Mr. Carnegie I contend that the fact that he is distributing his wealth in a meritorious way does not prove that his possession of it is a good thing for the country.

A FEW THINGS WE MUST DO.

If "Imperialism" in its best sense is to be more than an aspiration there are a few things we must do. We must make of ourselves a nation; we must cultivate a healthy self respect; we must believe that we have a country worth living in and that we are able to develop it. In some respects we are a small-minded people. I was mortified to see what a small showing Canada made at the Indian and Colonial Exhibitions as compared with Australia, a colony four times as distant. In the Imperial Institute in London you will find some snow shoes, a toboggan, a ton of rock and a few skins, and that is Canada. It is evident that we have too much meanness in our politics. It is disappointing to know that when the estimates were before the House of Commons for the representation of Canada in the Exhibition, that instead of supporting the appropriation the opposition endeavored to cut it down. In Australia they would have proposed to double the appropriation, and that is the proper spirit. We must get rid of this spirit of meanness. We are not a five cent people and we do not need gifts from anyone. We are as well able as any people on the face of the earth to provide for ourselves. In public matters I am not disposed to growl at large expenditures, even if there may be some extravagance. Let us put on a good appearance. (Applause.)

FRENCH CANADIANISM.

Now, Mr. Chairman and gentlemen, in my judgment the time has come when, if we hope to be a nation and to safeguard ourselves against those things which sometimes happen when least expected, we ought to do something to destroy the mythical term "French Canadian." I am well aware that I am now dealing with a delicate question, and I would like again to request the press to take particular care to report me accurately. I would not for a moment do or say anything which would indicate any unfriendliness to the French Canadians. I would not be a party to taking from French descendants one shred of what was given them under the constitution: but I would reason with them as to the weakness arising from one class of our people being called by a different name from another. I would deny to no man the pride of origin, least of all the sons of one of the most gallant nations the world has ever seen; but as long as people who are iden-

tified with this Canada of ours and enjoy all the rights of Canadian citizens--as long as they cling to this myth there is a serious danger to the prosperity of this country. There is a paper claiming that the tri-color is their flag. God forbid that I should say aught against that flag. Side by side with the soldiers of France our own brave troops have written some of the most brilliant pages in the history of British arms; but I would point out that no subject can have two flags any more than a man can have two fathers. Would French Canadians cling to this flag if it flew at the head of armies or from the mast of battle ships which were menacing our freedom and safety? I do not think that the importance of the flag should be under-estimated. A national flag means what? It means that from which you have a right in any part of God's earth to claim protection if you need it; and further, that in return you must if necessary defend it with your life. It is within the range of possibility that Britain may be at war with the country flying the French flag. Would then French Canadians say that it was their flag? As a lover of Canada and alarmed lest certain conditions might arise, I say the time has come when we should ask our citizens of French descent, in all loving kindness, to drop the name French Canadians and be called simply Canadians.

MR. J. D. ROLLAND.

At this point, Hon. J. D. Rolland, who was obliged to leave on the 10 o'clock train, rose and said that he protested against the remarks of the speaker. He said that the French flag and the British flag had always been united; that the French-Canadian subjects were among the most loyal subjects of Great Britain and Canada, and that as long as England treated them as well as she does, they will be true and loyal to her, and in the words of E. P. Tache, "When England is attacked, the last gun will be fired by a French-Canadian." (Enthusiastic applause.)

The chairman, Mr. Munro, assured Mr. Rolland that the remarks of Mr. Robins were offered in the most friendly spirit, and he hoped he would accept the speaker's suggestions in the spirit in which they had been given. He was sure Mr. Robins would apply the same statement to the Irish, Scotch or English.

Mr. Rolland and Mr. Munro left the room together to catch their train.

MR. ROBINS RESUMES.

Mr. Robins then resumed: Now gentlemen, let me ask you is not that an illustration of the danger this question confronts us with? If gathered here under these circumstances, preceded by the most emphatic disavowal of anything unfriendly, my remarks have given offence to one of our esteemed citizens; what condition would we be in if our country were at war with France? Is it not

better to settle questions like this in time of peace? If we were at war with France and our French-Canadian brethren attempted to fly the tri-color, civil war would be bound to follow. Let us look across the border. Do you suppose that the United States would have tolerated for one moment the flying of the Spanish flag during the Spanish-American war? We have had peace for nearly a century with France, but we do not know what might happen. I say, gentlemen, it is our duty to think of our own country. It is a mistaken idea that the descendants of people born a century and a half ago, or more, in France are still French. I was born in England and am an Englishman; but my daughter was born in Canada and I have taught her to be a Canadian.

Take an illustration. Up where I live, on the Detroit river, both sides were originally settled by the French. On the Canadian bank French is still extensively spoken, and the people are separated into different communities; on the American side there is nothing of the sort; all are Americans, and no one could set race against race. There is no herding together, and no holding on to the old language or flag. The United States has thoroughly assimilated these citizens of French descent; and in Louisiana, which was annexed long after Canada came under British rule, there is much less evidence of different origin than there is in Montreal. There is no difficulty in making oneself understood by a cabman in New Orleans, but I have often been unable to do so in Montreal.

THE PRACTICAL SIDE.

Look at the matter from its practical side. It cannot be denied that the young men brought up within this French Canadian element are handicapped in the race with their English speaking fellow citizens. If they speak only French they labor under a disability, and this is one of the questions which we have to study and try to settle. I knew it was a delicate subject, but I felt so deeply on the matter that I ventured to take the risk I have taken to-night.

GOLDWIN SMITH.

Now there is another element to which I wish to draw your attention, which tries to undermine our love for the mother-land. We have a man in our midst, a man who is probably delightful in private life, but a man who is a nuisance to this country, I mean Goldwin Smith.

That man two years ago, on landing in New York, gave the New York papers an interview, which contained a most virulent charge against his own country. Within the past few days he comes out again, and having been an historian by profession, he becomes a preacher by choice, and gets into a most unexpected place—a church pulpit. There he describes the horrors of unjust wars, and where did he get his only illustra-

tions? From his own country, as if to imply that she is the worst offender. This man, born an Englishman, still speaking the English tongue, must draw his only examples of unholy war from his own country. Mr. Goldwin Smith asks who would now justify the Opium War? Well, gentlemen, I am going to have the temerity to do it myself. Goldwin Smith is not the only historian in the world. I quote from Mr. David A. Wells, who writes in the *North American Review*, as follows:

‘A very common feature of any discussion in the United States of the trade or commercial policy of England in respect to other nations is the preference of a charge against her of having, more than a half century ago, instituted a war “in order to force poor China to take the opium that England was trying to compel her to import, no matter what the great evils resulting.” For this charge, which has been popularly regarded as irrefutable, there is no good or sufficient warrant; further than that, complete evidence to the contrary has only within a recent period become popularly accessible through the publication of English state papers; although the would-be American authorities on this subject might, in at least a degree, have become cognizant of the exact truth (as will be presently shown), had they taken the trouble to acquaint themselves with the published results of an investigation of this subject by one of their own and greatest statesmen, whose opinions have always commanded almost universal respect. . . . The

so-called Opium War of 1840 attracted much attention in the United States, as the interest of its merchants prospectively involved were at that time very considerable. And among those of its citizens who especially considered the subject was ex-President John Quincy Adams who gave to the American public, in December, 1841, the results of his investigations and study, in the form of a lecture before the Massachusetts Historical Society, which was subsequently reprinted in the *Chinese Repository*, an American missionary paper published in Canton. After tracing historically what had occurred up to the year 1841, Mr. Adams said: Do I hear you enquire what is all this to the opium question, or the taking of Canton? These, I answer, are but that movement of mind on this globe of earth of which the war between Great Britain and China is now the leading star—the justice of the cause between the two parties—which has the righteous cause? I answer, Britain has the righteous cause. The opium question is not the cause of the war, but the arrogant and insupportable pretensions of China that she will hold commercial intercourse with the rest of mankind, not upon terms of equal reciprocity, but upon the insulting and degrading forms of the relation between lord and vassal.”

And while there are other historians just as good as Mr. Goldwin Smith, there are also other preachers as good as he. I think that I am as good a preacher myself. (Applause).

WAR NOT THE WORST FORM OF HELL.

Mr. Smith appears to have entered the pulpit to utter a lot of cheap platitudes about the horrors of war. He tells us that war is hell. Well, we have heard that before.

I admit that war is hell, but there lots of other things that are hell; poverty is hell, flood and pestilence and famine are hell, explosions and railway disasters are hell, domestic infelicity is hell—there are lots of hells. War is one of the least repulsive of them. I would a great deal rather go through war than have a wife I could not love; and I would a great deal rather go through war than say things of my own country that Goldwin Smith has said.

And as I have produced an historian to confute the historian Goldwin Smith, so I can find a preacher to answer Goldwin Smith, the preacher. “Without wars,” declared Canon Knox Little, preaching at a Yeomanry memorial service at Kidderminster recently, “nations could not enjoy true peace.”

When sentiment masqueraded as principle, and cant as religion, the moral courage of England was greatly weakened. She was engaged conquering corruption and crushing oppression of brutally treated native races. They must drive out the traitors, whether at home or abroad, whose language prolonged bloodshed and made Englishmen’s blood boil.

Now let us see what an eminent American has to say about war. I quote from the Hon. Edward J. Phelps:

‘Now, my friends, there is no American, I trust, that ever would shrink one hair’s breadth from any war, let its calamities and horrors, and destruction be what they may, let its cost be what it may, if it should be unhappily necessary to vindicate our national honor, or to protect our national interests.’

One of the things we ought to do if we have before our hopes this Imperialism, is to frown down this man, Goldwin Smith, who, having nothing to do but to read, has the audacity and dishonesty—historian by profession, too, and 70 years of age, with one of the finest libraries in Canada—to attempt in our country’s hour of trial to weaken our love and respect for that country.” (Prolonged applause.)

VOTE OF THANKS.

At the conclusion of Mr. Robins’ address Mr. Frederick Nicolls rose to move a vote of thanks to the speaker. He had listened, he said, with great interest to the address and was sure all had. Mr. Robins had spoken out what he thought and although some of us might not agree with all that he

said we might listen to his remarks as expressing his opinions and give them due consideration. He admired a man who had the courage of his honest convictions and he asked all present to join with him in saying so. He was sure Mr. Robins' words with reference to our French Canadian fellow citizens were meant in the most kindly spirit and would be received in the spirit in which they were offered. We would be unworthy of the name of men of affairs if we were unwilling to listen to the opinions of such an able and earnest man as Mr. Robins on questions which affect our national welfare.

The vote of thanks was carried unanimously, and was tendered to Mr. Robins by the chairman.

In a brief speech Mr. Robins thanked the Association for the opportunity they had afforded him of giving utterance to his views on this important question. He was an earnest man and anxious for his country's welfare. It was very far from his mind to do anything to stir up racial feelings in Canada; and if it were possible to make French our language he would be satisfied to do so. It was a fact, however, that the English language was the predominant language of the world, and we must retain it in preference to any other. He hoped they would acquit him of any attempt to hurt the feelings of any French Canadian subject.

The proceedings were now enlivened by a very humorous recitation by Mr. Horace Pease, after which the chairman called on Mr. George E. Drummond, of Montreal, to say a few words.

GEORGE DRUMMOND.

Mr. Drummond said that, as a member from Montreal, it gave him much pleasure to be present to night. It made him look back to the annual meeting in Montreal and to the discussions which took place then on the questions connected with the building up of the Dominion. The old time spirit of rivalry between Toronto and Montreal had departed for ever. In fact, he believed that there never was a time when, at the bottom of their hearts, the manufacturers of Montreal were not one with those of Toronto. They were now drawn closer together than ever before by this Association. They wanted to work together to build up a great manufacturing country at the north of the American continent. He had lived among French Canadians and had learned to love them, and he would say that many of them would accept Mr. Robins' speech as a suggestion for building up a great nation here in Canada. He knew that the French Canadians were at heart good British subjects, and he could say to them that Mr. Robins did not say an unkind word, and what he did say was worthy of their consideration. It would be a good thing for commerce if they would teach their children English and it

would also be a good thing if the English population would teach their children French. (Applause) The more the two peoples get together the more they will find that they are brothers and will stand side by side in times of trouble. It had been so in South Africa and we had always found that when we wanted them the French Canadians were right alongside of us.

Short and appropriate addresses were also made by Mr. J. P. Murray, Chairman of the Reception Committee, under whose auspices the gathering had assembled, and by Mr. J. Y. Shantz of Berlin.

Thus ended one of the most interesting of the Association's monthly dinners that has yet been held.

CANADA AND THE WEST INDIES

The Executive Council of the Association is pleased now to be able to finally announce to its members that arrangements have been made for a visit on behalf of the Association to the West Indies for the purpose of looking into opportunities for trade with this sister colony.

Some time ago the Pickford & Black S. S. Co. offered the secretary of the Association free transportation to the West Indies and return if he would undertake a trip for this purpose.

Last meeting of the Executive Council decided that in view of the work before the Association it would not be advisable for the secretary to leave at the present time, but they accepted the invitation and instructed Mr. E. M. Wilcox, assistant to the secretary, to make the trip.

Mr. Wilcox has had experience in connection with the numerous trade enquiries received through the office of the Association, and has supervised the distribution of these to our members, and their subsequent publication in *INDUSTRIAL CANADA*. In this way he is well acquainted with the views of the members in the development of export trade in their various lines.

The Executive Council is also especially fortunate in being able to announce that the

President, Mr. Munro, has decided to make the same trip, at the same time. Mr. Munro will be accompanied by his wife and is making the trip on his own account and at his own expense.

The fact, however, that he has decided to visit the West Indies, and his official position as President of the Canadian Manufacturers' Association, has been widely circulated throughout the Islands and undoubtedly he will have every opportunity of impressing upon the merchants there the advantages of dealing with Canadian firms.

Mr. Munro stated that while his visit is a private one, he will be only too pleased to give all the time and assistance that is in his power to any of the members of the Association who desire to extend their trade in that district.

Both Mr. Munro and Mr. Wilcox leave from Halifax by the Pickford & Black steamer "Orinoco" on the 27th January, and will be absent in the Islands at least six weeks. During their tour they will visit the following ports: Bermuda, St. Kitts, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Tobago, Trinidad and Demerara.

We learn that several other firms, including Messrs. J. & T. Bell, of Montreal; The North American Bent Chair Co., of Owen Sound, and The Telfer Manufacturing Co. are also sending representatives by the same boat, so that there will be a strong Canadian contingent visiting the Islands at the same time.

The members of the Association who are interested in this market are specially requested to communicate with the Association at once if they wish any special features of their business investigated in the West Indies.

Mr. Wilcox will likely leave Toronto early in January with a view to visiting members in the Maritime Provinces, and any members who wish to have enquiries made in their behalf by him in the West Indies should communicate at once.

REPORT OF THE TORONTO BRANCH

During the past month a number of matters have engaged the attention of the Toronto Branch of the Association.

Among these was the proposed legislation by the Toronto City Council to provide for inspection of all elevators in the city so as to prevent accident. On November 13 a deputation from the Executive Committee consisting of Messrs. J. O. Thorn, chairman, Thos. Roden, O. Newcome, and T. A. Russell and the Secretary waited upon the sub-committee of the Property Committee of the City Council, to whom the matter had been referred, and presented the request that elevators which were inspected by insurance companies

should not be inspected by the city, as that would cause unnecessary expense. The deputation was received favorably and the opinion expressed by the members of the committee that only such elevators as were not inspected at all should be subject to inspection by the city. At a subsequent meeting the committee agreed to recommend the City Council to frame a by-law having regard to the request of the manufacturers. The matter is now in the hands of the Legislation Committee and the city solicitor by whom a by-law is being framed.

REPRESENTATION ON THE TECHNICAL SCHOOL BOARD.

Another matter dealt with by the Ex-

ecutive Committee was that of increased representation on the Technical School Board, in pursuance of the resolution passed at the annual meeting authorizing the committee to apply for increased representation.

A letter was sent to the City Council requesting that the representation of the Canadian Manufacturers' Association on the Technical School Board be increased to at least five. This letter was referred by the Council to the Legislation Committee, and on invitation from that Committee a deputation of the Toronto manufacturers waited upon them on December 13th. The request of the Association was presented fully by the chairman and other members of the deputation, and after discussion by the Committee it was decided that the Association be allowed two more representatives on the Board.

WEST END POSTAL SERVICE.

A letter addressed to the Post Master General, signed by a number of manufacturers in the west end of the city, asking for certain improvements in the postal service connected with the west end factories was presented to the committee for endorsement. It was decided to endorse the letter and forward it to the Post Master General on December 18th, a deputation consisting of Messrs. J. O. Thorn, A. Campbell, Frank Kent, J. P. Murray, J. W. Lee, J. P. Northey, and S. H. Chapman, further waited on the Post Master General at his residence in Toronto, and the chairman of the Toronto branch pointed out in detail the different arguments in support of their request.

The Post Master General replied that he had in contemplation a permanent scheme to take effect in the near future, which would result in a greatly improved service for the west end, and in the meantime would make temporary arrangements to meet the requirements of the west end manufacturers.

ROYAL ARCH SUBSCRIPTION.

In suggestion from the Toronto Manufacturers Royal Reception Committee it was decided that the Toronto Branch should contribute \$100 to the Toronto Manufacturers' Royal Reception Fund.

INDUSTRIAL EXHIBITION.

A resolution was passed by the Executive Committee pledging their support to the by-law to be submitted to the ratepayers of Toronto, granting a sufficient sum of money to provide for the erection of new and up-to-date buildings for the Toronto Industrial Exhibition, and the chairman was empowered to take such steps as might seem fit to impress upon the members the importance of giving their active support to the passing of this By-law. Since then, letters have been published in the daily press, pointing out to the ratepayers arguments in favor of the by-laws and a circular letter has been sent to each of the members calling their attention to the by-law and urging them to give

it their active support. It is hoped that every manufacturer will recognize the importance of this measure to the welfare of Toronto.

REPRESENTATION OF CANADIAN MANUFACTURERS AT CANADIAN EXHIBITIONS.

Under direction of the Executive Council of the Association, the Secretary corresponded with several of the important Exhibition Association Boards asking for representation for the Canadian Manufacturers' Association. Arrangements have been made whereby this will be provided for with the Ottawa and Halifax Exhibition Associations, and the applications will in all probability be favorably dealt with by the Western Fair Association at London and the Winnipeg Industrial Exhibition.

This representation of manufacturers on the Exhibition Boards should be of mutual advantage to the manufacturers and to the exhibitions. It will prove of assistance to exhibition men, who have practical experience of the needs of the manufacturers in the way of exhibition accommodation and will tend to increase the interest and confidence of the manufacturers in its events.

The representatives on the exhibitions will be selected from those of our members who are situated in such a way as to render practical assistance to the Association to whose membership they are elected.

MONTREAL BRANCH.

During the past month two meetings of the Executive Committee of the Montreal branch of the Association have been held.

At the first meeting it was decided to hold regular monthly meetings on the second Thursday of each month in order that full report might be made to the General Executive Council of the Association.

The question of an all-Canadian Exhibition was discussed and held over for full consideration at the following meeting.

The second regular monthly meeting was held on the 12th December at 3 p.m. in the Temple Building.

Hon. J. D. Rolland, Chairman.

Present were Messrs. C. C. Ballantyne, J. Baillie, J. E. Matthews, Geo. Esplin, J. C. Holden, J. T. Hagar, W. W. Watson, R. Munro, Jas. Davidson, Geo. E. Drummond, T. J. Drummond, and T. A. Russell.

A letter was read from Mr. Walter Roach stating that as the Montreal Branch now required the whole time and attention of the secretary, that he was unable to devote sufficient time to it and therefore wished to tender his resignation as Secretary.

Moved by Mr. Watson, seconded by Mr. Holden, that Mr. Roach's resignation be accepted and that the thanks of the Association be tendered to him as a mark of appreciation for his services as Secretary of the local branch.—Carried unanimously.

On the motion of Mr. Holden and Mr. Esplin the committee approved of the nomination of Mr. E. H. Cooper, B.A., as secretary of the Montreal branch from Jan. 1, 1902.

Under the head of a Canadian exhibition, considerable discussion took place, and the motion was unanimously carried that this committee report in favor of Toronto as the most suitable place from a manufacturers' standpoint for an all-Canadian exhibition, provided that sufficiently commodious buildings were erected.

Attention was drawn to the injury done to Montreal by exaggerated newspaper reports with regard to epidemic diseases, and it was resolved that the secretary should endeavor to influence the press so that these matters should not be given undue prominence.

Applications for membership from Montreal were then considered and approved of.

The question of machinery tax was discussed and a special committee, consisting of Messrs. C. C. Ballantyne, Wm. McMaster, Geo. Esplin and the Secretary, appointed to investigate and report on the desirability of taking any steps in the matter.

Attention was drawn by the General Secretary of the Association to the coming meeting with reference to tariff matters and the members were urged to express their opinions with reference to any changes proposed.

Mr. George E. Drummond spoke of the iron and steel industry, and a motion was carried by the Executive of the Branch ratifying the action taken by the Iron and Steel Committee at the annual meeting.

Mr. Geo. E. Drummond spoke further of the need in which Canada stood of a more intelligent interest by the general public in the factories and the position they occupied in the country.

He stated further that he purposed to bring up at the Executive Council meeting in Toronto a resolution to provide ways and means of further educating the Canadian people in this respect.

A motion was also carried to the effect that the Executive of the Montreal Branch favored Winnipeg as the next place for the annual meeting.

The meeting then adjourned.

NEW SECRETARY.

The Montreal Branch of the Association is fortunate in securing the services of Mr. E. H. Cooper, B.A., as Secretary. He takes over the duties of office on the 1st of January.

Mr. Cooper, in addition to being a graduate of the University of Toronto in the Department of Political Science, has had two years' experience in trade journalism with the McLean Publishing Co., of Montreal, and in this capacity has had an opportunity of meeting with many of the members of the Association.

Besides his duties as Secretary of the Montreal Branch, Mr. Cooper will also represent the interests of INDUSTRIAL CANADA for Montreal.

MONTREAL OFFICE.

The Association has been fortunate in securing sufficiently commodious offices in the Temple Building, Montreal, for the Montreal Branch. This building is centrally situated and the office equipped with telephone and also with suitable room for holding meetings of the Executive or all such other branches of the Association as may be necessary in carrying on its local business.

TARIFF COMMITTEE.

One of the most important meetings held under the auspices of the Association for some time was that convened by the Tariff Committee on the 18th inst. at 4 p.m. in the Association rooms. The meeting convened at 4 p.m., and after adjournment for dinner met again at 8 p.m. in the evening.

Mr. W. K. McNaught, Chairman, presided. Among others present were: Cyrus A. Birge, P. W. Ellis, J. F. Ellis, J. P. Murray, A. E. Kemp, Geo. E. Drummond, W. K. George, J. H. Paterson, I. J. Drummond, J. Hagar, W. A. Marsh, E. W. Rathbun, F. B. Gayland, E. H. Telfer, T. Moffat, Jr., Frank Kent, D. B. Shantz, Rich. Roschman, W. A. Greene, J. H. Housser, J. H. Cowan, S. H. Chapman, D. Taylor McIntosh, R. Harmer, Jas. Maxwell, Geo. W. Watts, R. J. Christie, P. Howland, Geo. W. Howland, P. H. Burton, Geo. E. Evans, Geo. Booth, P. Peuchin, E. G. Swift, J. O. Thorn, J. Kerr Osborne, Walter Thomson, Thos. Martin, F. J. Campbell, Jno. R. Barber, T. A. Staunton, H. S. Cane, Hugh C. McLean, Chas. N. Candee, C. S. Wilcox, C. J. Alexander, J. A. Cooper, W. R. Brock, John Dick, J. D. Rolland.

It is impossible here to give a detailed report of the proceedings of this committee. Some thirty different items of suggested tariff changes were considered, and also the advisability of taking up in a general way the question of tariff revision.

All the various items were carefully considered by sub-committees, and their reports afterwards dealt with by the general Tariff Committee on the whole. In addition to this, all correspondence on each subject was placed in the hands of the sub-committees. In this way the conclusions arrived at were absolutely certain to be those that would be absolutely endorsed by the whole membership of the Canadian Manufacturers' Association. A detailed report giving the result of the discussion of the various items will be sent to the members by circular letter, so that they may know exactly what action was taken on each of the different matters.

From the general discussion of the tariff, apart entirely from the individual items under consideration, it is evident that there is a strong feeling growing among the manufacturers for tariff revision in several important items, as changing conditions in different industries have rendered necessary new tariff regulations.

DESCRIPTION OF ILLUMINATED ADDRESS PRESENTED TO MR. P. W. ELLIS,

The decoration on the first or superscription page is a tribute to Mr. Ellis' own particular industry. On each side of the page is a floriated scroll pattern of golden yellow, a violet or blue jewel being represented in each floret.

On either side of the panel in the centre of the page containing the superscription, are two dolphins, bearing between them a shell containing a pearl. Above the panel appears a diamond ring supported by two cherubs, and beneath, a group of three cherubs bearing among them a watch, upon the back of which appears Mr. Ellis' initials in cipher.

The two following pages are a pair, opening opposite each other, and are treated in a similar vein. In interstices at the four corners of a golden yellow scroll border, which surrounds a panel containing the opening part of the address on the left hand page, are four figures symbolizing the four great elements of mechanical power.

1. A winged female figure flying through space and wielding a large fan in each hand, signifies air, or wind-power, a pair of doves bearing between them a riband with the title of the device upon it.

2. A male figure, in a running attitude, bearing an overflowing pitcher—water lilies floating at his feet—suggests water power. A couple of fish are here employed to support the labelling riband.

3. A male figure bearing a flaming torch in each hand represents fire, or steam-power. Bound by chains at the wrists and ankles to suggest the truth conveyed in the common aphorism. "Fire is a good servant but a bad master."

4. A female figure flying downwards bearing a cord from which flash electric sparks, the star of hope sparkling on her forehead suggest the vast possibilities of electric development in the future.

A riband fluttering across one side of the scroll border bears, as appropriate comment, a quotation from Swain's inspiring poem "What is noble."

"Here is genius still extending
Science and its world of power."

On the opposite page similar interstices contain symbolic suggestions of the various kinds of intellectual power that have been devoted to the interests of manufactures:

1. Literature; represented by the figure of a sage of the Elizabethan period, with pen and inkhorn, holding in one hand a sheet labelled "Novum Organum," the title of Bacon's great work, the philosophy of which began in observation and ended in arts.

2. Invention; suggested by the figure of a boy watching thoughtfully the steam from a tea kettle.

3. A female figure with pencil and drawing board, representing art.

4. Science; represented by a figure in academic robes, seated in his study, and familiar alike with chemical and geometrical apparatus. A further quotation from Swain gives point to the devices on this page:

"Ever promoting, ever seeing
Some improvement yet to plan,
To uplift our fellow creature
And like man to feel for man."

In the fourth and last page. The three primary divisions of manufactures, wood, metals, textile, are represented. The first by a carpenter at his bench, the second by the smith at the forge, and the third by the weaver at his loom. Swain's poem is again made use of.

"Midst the dust and speed and clamour
Of the loom shed and the mill,
Midst the clank of wheel and hammer
Great results are growing still."

On this page transportation is also suggested, by two pictures, one representing a steamship unloading at a wharf; the other, freight cars at a station yard.

On one side of the page grows a huge pine tree with a beaver at its foot, and an initial on this page is decorated by a symbolism of the three kingdoms laid under tribute by manufactures. Vegetable, mineral, animal. The first by an axe, the second by a Davy-lamp, the third by sheepshears. The work is executed on vellum, by Mr. A. H. Howard, R.C.A., Toronto, and is bound in dark green morocco, upon the front cover of which is a device manufactured in gold from Mr. Howard's design, consisting of a cartouche bearing Mr. Ellis' initials curiously intertwined and surrounded by a fretwork of maple branches.

The book is lined with cream silk, and altogether presents a very rich and handsome appearance.

RECEPTION AND MEMBERSHIP COMMITTEE.

The report of the Reception and Membership Committee is incorporated under separate items appearing in "Industrial Canada."

1. The important list of new members admitted to the Association, and

2. The account of the first monthly dinner and debate held under the auspices of the Association for this season.

The committee has also in contemplation the holding of the next monthly event in the city of Hamilton, probably at the end of January.

OFFICE OF THE ASSOCIATION.

The Executive Council of the Association, recognizing the amount of work to be done through the office, has arranged for a further addition to the staff in the person of Mr. J. F. M. Stewart, B.A.

Mr. Stewart is an honor graduate of the University of Toronto, and will take over to a considerable extent the work in connection with INDUSTRIAL CANADA and the Toronto Branch during the absence in the West Indies of Mr. Wilcox.

The importance of the work of the Association now demands that a sufficient staff be provided to carry it out promptly and accurately.

Next Place for the Annual Meeting.

Opinions of Members asked for.

THE Canadian Manufacturers' Association is fortunate this year in having before it pressing invitations to hold the next annual meeting in some of the most important business centres of Canada. Both Halifax and Winnipeg are to the front in good time, and word comes from St. John that they propose to forward formal hearty invitations as well.

The Halifax invitation is the first to hand, in the form of a very cordial letter from Mr. D. W. Robb, our vice-president for that province. He enclosed copies of a few letters he has received from Nova Scotia members, and urges very strongly that the next meeting be held in Halifax, as it would be of the greatest advantage in attracting eastern manufacturers to the Association, and would, at the same time, enable the western members to obtain a correct idea of the Maritime Provinces.

He enclosed also the following circular letter, signed by our members in the Province of Nova Scotia :

Amherst, N. S., Nov. 26, 1901

"To the Executive Committee of the Manufacturers' Association of Canada, Toronto.

"Gentlemen,—The manufacturers of Nova Scotia desire to extend to the Manufacturers' Association an invitation to hold their next annual meeting at Halifax, and, in doing so desire to impress upon you the advantages of Halifax.

"Although a little farther away from the Western members than St. John, it requires only a few more hours' travel, and it would enable those who attend the meeting to see much more of the best part of both New Brunswick and Nova Scotia than they would by coming to St. John by the C. P. R. through Maine, which only gives them a glimpse of New Brunswick as they approach St. John, whereas the Intercolonial Railway passes through the heart of Nova Scotia, including the great Tan-tramar marshes at the head of the Bay of Fundy, and the fertile lands of the midland counties of Nova Scotia. The return journey could be made through the Annapolis Valley, which embraces the famous Evangeline country and is the garden of Nova Scotia. Those who wish, could also extend their trip to Cape Breton and see the wonderful development of the iron, steel and coal industries there.

It is also important on this occasion to have the meeting as far east as possible, in order to attract the eastern members who are not closely in touch with the west, and for this reason we think a larger meeting of Maritime members would be obtained at Halifax than at St. John.

In conclusion, we can assure you of a cordial welcome, if you decide to come to Halifax.

Yours truly,

Nova Scotia Steel Co.
Oxford Manufacturing Co.
Dominion Iron & Steel Co.
George E. Boak & Co.
Nova Scotia Fertilizer Co.
Amherst Boot & Shoe Mfg. Co.
Amherst Foundry & Heating Co.
Christie Bros. & Co.
Rhodes, Curry & Co.
Robb Engineering Co.
Starr Manufacturing Co.
Jos. N. Wolfe.
Acadia Powder Co.
Acadia Sugar Refining Co.
Clayton & Sons.
Consumers Cordage Co.
F. D. Corbett & Co.
Dominion Electrical Works.
Henderson & Potts.
Longard Bros.
John Starr, Son & Co.

Winnipeg was next to hand with invitations as follows :—

"T. A. Russell, Esq., Secretary, Canadian Manufacturers' Association.

"Dear Sir,—I have just heard that the Executive Committee of your Association are meeting to-day and I take the opportunity of extending to your Association an invitation to hold your meeting next summer in Winnipeg, Man. I can assure you that the citizens will appreciate it very much if you can arrange for your meeting at Winnipeg.

"I would suggest that the best time for meeting would, I think, be during our exhibition week, which is usually held about the end of July, and which would give you an opportunity of seeing the product and the people of the country altogether.

"I understand the Board of Trade have also sent you an invitation, and I hope we will be favored with your presence.

"I remain,

"Yours respectfully,

"John Arbuthnot, (Sgd).

"Mayor."

"T. A. Russell, Esq., Secretary Canadian Manufacturers' Association, Toronto.

"Dear Sir,—On behalf of the manufacturers of Manitoba I would urge the great importance of holding the next annual meeting of the Association in the city of Winnipeg. I think the industrial and commercial interests of the whole Dominion would benefit greatly as a result.

"F. W. Thompson,

"Manitoba Vice-President."

"T. A. Russell, Esq., Secretary Canadian Manufacturers' Association, Toronto.

"Dear Sir,—As President of the Board of Trade, hope you will be able to arrange for the annual meeting of your Association at Winnipeg.

"W. Georgeson."

"T. A. Russell, Esq., Sec'y Canadian Manufacturers' Association, Toronto.

"Dear Sir,—If the Canadian Manufacturers' Association decide on Winnipeg for their next annual meeting, would suggest Monday of our exhibition week. It would be a splendid opportunity of bringing the East and the whole West together.

"F. W. Heubach.

"General Manager Winnipeg Industrial Exhibition."

"T. A. Russell, Esq., Sec'y Manufacturers' Association, Toronto.

"Dear Sir,—I understand there is some chance of the Association meeting here. This would undoubtedly prove extremely wise, the more so as the wonderful development taking place in the West offers a great field for manufacturers of the East. A hearty welcome awaits you.

"Edward L. Drewry."

When these were laid before the Executive Council the matter was referred to the Reception and Membership Committee for report. This committee decided to place the matter fairly before the members through INDUSTRIAL CANADA, and to ask for their opinion as to the most desirable place for meeting.

Since that time a most cordial letter has been received from Mr. Chas. McDonald, of the St. John Iron Works, St. John, N.B., who was present at the annual meeting in Montreal, and personally assured many of the members that a cordial welcome would await them in St. John.

He writes that a meeting of the manufacturers of New Brunswick is to be held very soon, and an invitation will be forwarded to the Association to have their meeting held at the winter port in Canada. He states further, that all with whom he has discussed the matter are most anxious that the annual meeting should be held there, and he hopes that no action will be taken without thoroughly considering the claims of the city of St. John.

With these facts in view the Reception and Membership Committee desires to have an expression of opinion from the members of the Association individually on the following points :

1. Whether they consider it most desirable to hold the meeting in the east somewhere, in the Maritime Provinces, or in the west at Winnipeg.

2. If the Maritime Provinces are favored, whether they would prefer Halifax or St. John.

Attention to this matter would be much appreciated by the Reception Committee and the Executive Council of the Association.

TWO IMPORTANT SUGGESTIONS.

IN last issue we published a letter from Mr. J. O. Thorn on the subject of educating the people of Canada to purchase Canadian made goods and calling attention to the misuse of the term "American" at home and in foreign countries. The letter was read before the Executive Committee of the Association and the Secretary was instructed to correspond with the various foreign newspapers emphasizing the identity of Canada from the United States and pointing out the injustice of the present use of the term "American."

The matters dealt with by Mr. Thorn's letter are of considerable importance to Canadian manufacturers. First, as to the patronizing of home industries it will be remembered that the Hon. W. S. Fielding speaking at the last Annual Banquet of the Association said that he believed the people of Canada had not done their duty in the private purchase of Canadian manufactured articles. It was a misfortune that we should still hang on to the old idea that a thing must be better if we will only bring it from a distance. People in Canada were prone to buy foreign goods, not because they were any better, but because that seems to be the right thing—to buy goods that are imported.

The purchase of foreign goods to the extent to which it is carried on is not justified by any valid reason. At one time, it is true, Canadian manufactures were a by-word; but to-day, in most lines, they are equal to any in the world. Conclusive proof of this is found in the large trade which Canadians are building up with foreign countries in competition with the strongest producing nations. Many lines are imported into Canada in large quantities, whereas the same goods made in Canada are considered in foreign markets to be the best obtainable.

If Canadians could only be led to realize the superior quality of home-manufactured articles, and to purchase them in preference to the imported, it would give a great impetus to the prosperity of our country. This is well pointed out by our esteemed contemporary, *The Commercial*, which comments editorially as follows: "President P. W. Ellis, of the Canadian Manufacturers' Association, has figured out that one person is employed for every \$1,286 worth of goods produced, and that each person so employed supports four persons. On this basis, if our people would purchase home produced goods to the value of say \$50,000,000, instead of that amount of imported wares, we would have work at home for about 40,000 additional persons, representing an industrial population of 150,000 people, or equal to the population of one of our largest cities. This increased population would consume the entire pro-

duction of hundreds of our largest farms, besides in turn making more work and business for other industrial and mercantile interests."

The importance of the matter is such as really to call for a loyal movement among patriotic Canadians to encourage home production and to secure greater prosperity to our people by giving the preference to home-produced articles. Such a movement would readily receive the sympathy of the public, and would open the eyes of many who quite thoughtlessly are working injury to their country by purchasing imported goods rather than those made in their own country.

In the work of carrying on this movement the greatest amount of good could be done by the press. If the leading papers of Canada from one end of the country to the other were united in this cause—and there is no reason why they should not be—every home in the Dominion would be impressed with the idea of supporting home industries. The result would be a healthy growth of a true national spirit and a great advance in our national prosperity—a consummation devoutly to be wished for by every patriotic Canadian.

The other drawback referred to is connected more particularly with our foreign trade and consists in the misuse of the term "American" as applying exclusively to the United States. This has been sanctioned by usage and is due principally to the immense size and importance of the United States, overshadowing Canada, and to the prevailing ignorance in foreign countries of the geography of the Western Hemisphere. The result to Canada is that Canadian goods often meet with difficulty in being classed as such in the foreign markets. They are merged with those of the United States and called "American," to our very great disadvantage, for in this way United States exporters receive the credit for Canadian goods, in many cases superior to their own, while Canada, as a country, receives no credit at all.

In view of these facts the Canadian Manufacturers' Association has taken steps through the press of Great Britain to bring about a clearer knowledge of Canada and her products among the British people, and to protest against the present application of the term "American." It desires also to impress on members the importance of marking their goods "*Made in Canada*," as a means of calling attention to Canadian products. Such a practice would undoubtedly produce a beneficial effect since Canadian manufactures have been proved equal to the best. The words, "*Made in Canada*," would soon become famous as a mark of superior quality in the same way that those of "*Made in Germany*" testify to the quality of the article on which they are marked, wherever that article may be found.

At home, also, there is much room for improvement in correcting this popular error of speech, and here, too, a great deal could be accomplished if the press would only unite to bring the matter home to the Canadian people.

It is not, of course, anticipated that any agitation in the press would succeed in abolishing the present use of the term altogether, nor would any attempt be made to induce the people of the United States to abandon it, as that would doubtless prove a hopeless task. At the same time it will be generally admitted that a strong agitation along these lines in Great Britain and Canada would serve the purpose of attracting the attention of the British public to Canada, and would cause Canadians to realize more fully the value of their own products. Surely these are results worthy of our most strenuous efforts.

B. C. LUMBER AND SHINGLE MANUFACTURERS' ASSOCIATION.

List of Officers for Year 1902.

The annual meeting of the British Columbia Lumber and Shingle Manufacturers' Association was held at Victoria on Dec. 17th. The following is a list of the officers elected for 1902:

President, John Hendry, (B. C. Mills T. & T. Co.), Limited, Vancouver; vice-president, J. A. McNair, (Hastings Shingle Manufacturing Co.), limited, Vancouver; secretary, William T. Stein, chartered accountant, Vancouver; honorary treasurer, Wm. Sulley, (E. H. Heaps & Co.), Cedar Cove.

LUMBER MILLS BRANCH.—Chairman, L. A. Lewis, (Brunette Saw Mill Co., limited,) Sapperton; vice-chairman, P. D. Roe, (Canadian Pacific Lumber Co.,) limited, Port Moody; committee, R. Jardine, (Royal City Planing Mills,) New Westminster; E. H. Heaps, (E. H. Heaps & Co.), Cedar Cove; J. J. Mahony, (Royal City Planing Mills,) Vancouver.

SHINGLE MILLS BRANCH.—Chairman, E. H. Heaps (E. H. Heaps & Co.), Cedar Cove. Vice-Chairman, J. G. Scott (Pacific Coast Lumber Co., Ltd.), New Westminster. Committee, H. H. Spicer (Spicer Shingle Mill Co., Ltd.), Vancouver; Wm. Tytler (Canada Shingle Co., Ltd.), Hastings; A. J. Welch (B.C. Shingle Manufacturing Co., Ltd.), Vancouver.

SASH AND DOOR FACTORIES BRANCH.—Chairman, S. N. Jarrett (Vancouver Sash and Door Co., Ltd.), Vancouver. Vice-Chairman, J. W. Hackett (Robertson & Hackett), Vancouver. Committee, E. H. Heaps (E. H. Heaps & Co.), Cedar Cove; J. J. Mahoney (Royal City Planing Mills), Vancouver; R. Jardine (Royal City Planing Mills), New Westminster.

STANDING COMMITTEES.—Legislation, R. Jardine, J. G. Woods and L. A. Lewis; Railway Rates, C. M. Beecher, P. D. Roe and H. H. Spicer; Labor, J. J. Mahoney, Wm. Tytler and H. Depencier; Logs, C. M. Beecher, L. A. Lewis and J. W. Hackett.

THE SOCIETY OF CHEMICAL INDUSTRY.

Formation of a Canadian Section.

PRIOR to the year of 1881, there was little co-operation amongst the manufacturers of Great Britain in their efforts to improve industrial methods and processes, or in discussing changes and innovations. Each worked for himself only, largely on rule-of-thumb lines, giving rise thereby to infinite duplication of work and general inefficiency.

During the year, however, a forward movement culminated in the formation of the Society of Chemical Industry. The society was a success from the start, as might well have been anticipated, from the character of the men who were behind it, and the programme that they set themselves to carry out. Indeed, the only thing that is amiss, it seems to us, in the scheme of the society is its rather ambiguous name, which appears rather to imply a chemical society than that which it really is—a society for forwarding the interests of all manufacturing industries which trench on applied chemistry and chemical engineering.

Amongst the founders of the Society there were numbered a majority of the most distinguished investigators and manufacturers in Great Britain. Many of these names are well-known to everybody, notably those of Sir Henry Roscoe, author and investigator; Sir Frederick Abel, inventor of, and authority on explosives; Dr. Ludwig Mond, the discoverer of a new and important method of obtaining metallic nickel from its ores, inventor of many valuable industrial processes, founder of the well-known Davy-Faraday Research Laboratory; Sir Lowthian Bell, Ironmaster and Chemist; Dr. T. E. Thorpe, editor of the *Standard Work on Applied Chemistry*—the well-known Dictionary; J. W. Swan, who invented the Incandescent Electric Lamp, at the same time as, and independently of Edison; Prof. James Dewar, the investigator in low temperatures, who first succeeded in liquefying hydrogen and other gases. Each of these gentlemen has filled the position of President of the Society.

The avowed objects of the founders were: the advancement of the study and practice of applied chemistry; the discussion of all matters connected with the chemical industries; and the diffusion of information on applied chemistry and chemical engineering among the members of the society, of whom there now are nearly 3,500 in all parts of the world, with headquarters in London.

JOURNAL OF THE SOCIETY.

The work of the society is centred in, and recorded by, the publication of its journal. This is issued monthly, and is at once a complete Review of Reviews, and a whole reference library to busy manufactur-

ers and technicians. It covers the whole ground of manufacturing technology, and has proved itself an efficient labor-saving machine. It contains reports, in extenso or in abstract, of the papers read before general and sectional meetings, with the discussions thereupon; abstracts of all English patents on chemical and chemical engineering subjects; classified lists of applications for patents and "complete specifications accepted"; abstracts of articles relating to applied chemistry, selected from British and foreign technical journals, from transactions of learned societies; and a trade report, giving information on the Board of Trade returns, statistics, alterations in tariffs, Customs regulations, laws affecting chemical industries, consular reports and new openings for trade. The following divisions, under which the abstracts are arranged, serve to show what industries are represented in the society:

1. General plant, apparatus, and machinery.
2. Fuel, gas and light.
3. Destructive distillation, tar products, etc.
4. Coloring matters and dyes.
5. Textiles, cotton, wool, silk, etc.
6. Dyeing, calico printing, paper staining and bleaching.
7. Acids, alkalies and salts.
8. Glass, pottery and enamels.
9. Building materials, clays, mortars and cements.
10. Metallurgy.
11. Electro-chemistry and electro-metallurgy.
12. Fats, oils and soap manufacture.
13. Paints and pigments, varnishes and resins, india-rubber, etc.
14. Tanning, leather, glue and size.
15. Manures, etc.
16. Sugar, starch, gum, etc.
17. Brewing, wines, spirits, etc.
18. Chemistry of foods, sanitary chemistry and water purification, disinfectants.
19. Paper, pasteboard, etc.
20. Fine chemicals, alkaloids, essences and extracts.
21. Photographic materials and processes.
22. Explosives, matches, etc.
23. Analytical chemistry.
24. Technical and scientific notes.

The latest advances in all of these lines are recorded in the Journal in a manner which makes reference easy and quick. The history of the progress made in any industry can be gathered without difficulty from the back files. The ground covered is wide, and there are probably very few lines of manufacturing at present carried on in Canada which are not more or less intimately

connected with one or more subjects on the list.

The original contributions to the Journal consist very largely of either reviews of recent progress in different lines of Technology, or of announcements of recent advances in the manufacturing arts, communicated by the investigators themselves. In any case, the papers usually treat of special branches of chemical industry, delivered by the most advanced active workers in them, and frequently contain, in brief, all that is known up-to-date, of the subject under discussion, as well as indications of the probable direction of its future progress. In the last number of the Journal we notice a case in point, Sir William Abney, a distinguished authority on photography, gives a very full illustrated account of the present condition of photography in colors.

To mention only a few of the most interesting and practical subjects treated during the past few months, we may cite the following: German patent law, English patent law, heat value of fuel, several articles on soap manufacture, several on tanning, on sugar refining, on dyeing, both from theoretical and practical standpoints, on new methods of varnish making, on petroleum sources and refining, on glass making, beet sugar, cements, indigo, transport of chemicals, waste from distilleries, manures and other subjects of agricultural interest, technical analysis, arsenic in beer, on brewing in general, technical research, gas making, and the alkali trade. All new books on relevant subjects, whether English, French, American or German, are also noticed in the Journal.

LOCAL SECTIONS.

The wide distribution of members renders it impossible to hold all the Society's meetings in one place. Local sections have been, therefore, formed in the following districts: Liverpool, London, Manchester, New York, Newcastle-on-Tyne, Nottingham, Scotland, Yorkshire, and now in Canada. Papers read before the sections are printed in the Journal, together with the discussions upon them; and all expenses incurred, within certain limits imposed by the by-laws, are defrayed from the general fund. Any member may attend the meetings of any section, but can take part in the business management or election of officers of that section only of which he is a registered member. Those desirous of joining any section must first become members of the Society, and then may make application to any of the local secretaries to enrol their names on the sectional register.

The local sections have their own by-laws, and every opportunity is afforded them of

developing in such directions as may meet the needs of their particular districts.

In Great Britain the society holds its annual general meetings in the month of July. These meetings are held in different places every year, and the program includes visits to industrial establishments, elections, president's address, and other items of a social character. They extend over three or four days. This feature might be imitated with advantage in Canada. At the last general meeting, held in Glasgow, the president elect, Mr. Ivan Levenstein, said in part: "The object of the foundation of the society was to disseminate chemical knowledge and subjects of a kindred character, to do away with a thing which prevailed to a large extent at the time of its foundation, about twenty years ago, namely the rule of thumb, and to replace it by science. It was further felt that we were in want of a journal, which not only should contain the original matter contributed by its members, but also contain any matter of interest—scientific or technical—to those engaged in the chemical industry and manufactures of a kindred character. At that time no such journal existed. It is true, that I, a few years before had established a journal called *The Chemical Review*, of which I was not only the founder, but the sole contributor. The *Chemical Review* did review, no doubt, all which came to its notice, but want of time compelled me to give it up. How far have we succeeded in carrying out the ideas and intentions of the founders of our society? You will agree with me that our society, during its comparatively brief existence, has done wonderful work. It has brought together men employed in similar trades and manufactures; it has removed much jealousy which existed before; it has made friends of people who were unknown to each other, and it has cemented many friendships. These annual gatherings have contributed much towards these friendships, and this gathering in Glasgow is one of the most successful we have had. The society has to a large extent removed rule of thumb, and thrown light where darkness hitherto reigned. A membership of 3,500, which increases yearly by 125, and an accumulated capital of £12,000, shows its important and substantial position. The journal we have established, so far as a work of reference is concerned, is the best in the world. To this extent we have been successful beyond the expectation of those who established our society. May I throw out some hints which may be conducive for further improvement? Chemists know that it is difficult to reach perfection, and that we are constantly trying to improve what we have on hand, and if we did not do that we should not be true to our profession. Since our journal was founded, as is the case with many other things, com-

petition has increased. I would point out that it is of paramount importance that all those who are engaged in the preparation of products which require constant improvements and much research, should be supplied with any published research or work of a scientific character, any improvement in the application of science to art and manufacture, at the earliest date. Since our foundation there have been other journals of a similar character started on the continent. These journals do not appear once a month, but once a week, and I submit that our journal should appear weekly, or, if this is absolutely impracticable, at least twice in a month.

Mr. Levenstein's idea has now been acted upon, and it is announced that, beginning with the New Year, the Journal will be issued twice monthly; also that abstracts of French and United States patents will be added to the subjects treated hitherto.

FORMATION OF A CANADIAN SECTION.

The Canadian Manufacturers' Association, recognizing the need of such a society in this country, has, for some time past, forwarded the institution of a local section here, with the result that at a meeting held at the Association rooms in October, it was resolved to petition the society for a charter. Thirty new members have already been enrolled, and there is a good prospect of a large increase in this number during the next few months. There are now about eighty members in Canada.

All information on the subject, and list of Canadian members, may be obtained upon application to the secretary of the Canadian Manufacturers' Association.

MONTREAL LETTER.

THE outstanding feature of Canada's garment manufacturing industry has, during the past year, been its phenomenal expansion. From every view point one sees unmistakable signs indicative of an increased demand for ready-to-wear clothing. Old firms are increasing their capital and their capacity, new firms, some of more, some of less importance, are springing into existence, new factories, new additions, removals, anything to get increased capacity, are in the minds of almost every manager in the business.

In Montreal one of the most direct results of this remarkable growth has been the paucity of skilled labor. It is felt in shirt manufacturing, neckwear manufacturing, overall and workmen's clothing manufacturing, white wear, waist, wrapper, mantle, and suit manufacturing. In fact in every line that can come under the term garment manufacturing Machinery, mostly new, has been idle for weeks, with orders lying unfilled, waiting for hands to come in

response to the numerous newspaper advertisements. Wages have been materially advanced in consequence, and the most highly skilled labor is pretty much at a premium. Nearly every factory displays a sign indicating an urgent need of machine operators, cutters, and auxiliary hands.

Fortunately, however, this state of affairs works its own cure. While the supply of labor may be short just now a large number of new hands are being educated, and the supply is bound to be greater in another season. Meanwhile the different confreres in the trade are to be congratulated upon the respect they show one another's interests and upon their persistent refusal to steal one another's labor.

During the past month the Gault Bros. Co., Ltd., have moved into their fine new \$100,000 factory at the corner of William and Inspector Streets, and it is claimed to have no superior on the continent for economical and sanitary arrangements. This firm will largely increase its output in its new quarters, adding to its former lines shirts and neckwear, collars and cuffs, silk and cotton waists and whitewear. Mr. C. de V. Dowker will be manager as before.

Among the new shirt firms that have come into existence during the past twelve months is an important concern, Stewart, Allan & LeMaistre, who are experienced manufacturers of shirts and waists and now employ quite a large staff.

It is gratifying to know that the older firms in the shirt and collar business continue to report increased trade, in spite of the want of protection. It all goes to show that consumption is increasing and that the Canadian market is growing in importance. We even hear talk of attempts that are to be made to start an export trade.

Several new waist manufacturing concerns have been born within the past year and while competition has become very keen all are doing a good business. Signs of proof are not wanting. The New York Silk Waist Manufacturing Co. has moved into large premises this month at 40 St. Antoine St. The Manhattan Silk Waist Co. has taken quarters in Thos. May & Co.'s large new factory on St. James st.; Tooke Bros. at St. Henri have largely increased this department and altogether the volume of business has become large enough to merit more than a tariff discrimination of 6½ per cent. which the silk waist men labor under.

CANADIAN COMMISSION AGENT FOR GERMANY.

An experienced traveller who intends visiting England and Germany about Feb. 1st, would like to arrange with any Canadian manufacturers who would like to be represented in these markets. Address, R. Craine, 80 Victoria St., Toronto.

Our Trade Relation with the United States

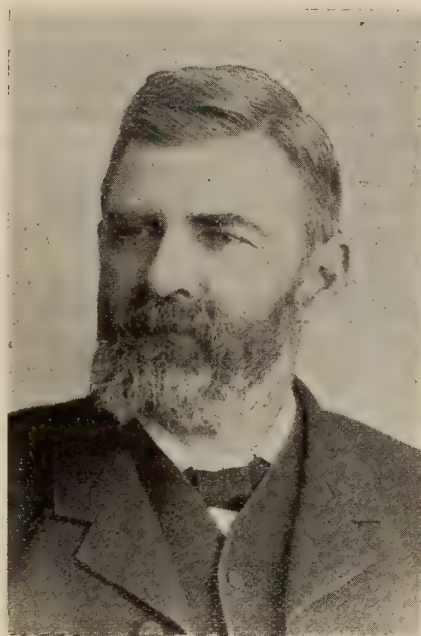
By John Charlton, M.P.

OUR trade relations with the United States are not of a satisfactory character. The settled policy of that nation to seek for expansion of its export trade, and for curtailment of the importation of goods of the kind that can be produced in that country, has told to our disadvantage. The pursuit of this policy has given to the United States heavy trade balances against us for many years. In 1898-99, this adverse balance, between exports and goods entered for consumption, was \$47,873,000. In 1899-1900, it was \$41,265,000, and in 1900-1901, it was \$40,078,000. These adverse balances are without taking account of our recorded export of coin, bullion and precious metals. Last year our export of the precious metals to the United States was: Coin, \$1,872,728; bullion, \$256,956; nuggets and gold dust, \$23,906,988; silver concentrates, \$2,369,950; total, \$28,486,622. Our export of foreign products was \$2,423,168, leaving the products, the produce of Canada, exported to the United States, exclusive of precious metals, \$39,497,151. Our imports from that country for consumption were \$110,485,000, and the actual balance of trade against us between imports for consumption and exports, exclusive of foreign goods and precious metals, was \$74,411,000 to the partial liquidation of which the export of coin, bullion, etc., above enumerated, was applied.

Since 1866 the tariff of the United States has evidently been designed to exclude, as far as possible, without resort to absolute prohibition, the farm products of Canada from that country. The agricultural and the lumber interests of the United States are hostile to the admission of Canadian natural products. The fear of competition and depression of prices upon which this hostility is based, are to a large degree, without foundation. The Canadian producer of lumber and of food products desires free admission into the markets of the United States, not for the purpose of depressing prices in that country, but for the purpose of adding the sum previously paid as duty, to the price he receives. The export of Canadian lumber to the United States is less than two per cent. of the total production of that country. It is absurd to suppose that a proportion so small can to any appreciable extent affect prices whether it is dutiable or free. The correctness of my contention in this respect was freely admitted by the Hon. Nelson Dingley, at Quebec, when the Joint High Commission was in session there in 1898. The same conditions would apply to farm products. The leading articles of production are sold by

both countries in Great Britain, and the price received in this common market will practically govern the price in each producing country. In the lines of farm products for which we might find a market for consumption, in the United States, the volume of the exportation to that country, would, as in the case of lumber, be so small in comparison with the productions of the United States, as to have no material effect upon prices. The chief benefit derived by the Canadian farmer, from the free admission into the markets of the United States, of wheat, flour, etc., for which both countries find a market for its surplus abroad, would arise from a larger list of purchasers, and increased competition in purchase.

The general impression that the movement of farm products for consumption between the respective countries is almost exclusively from Canada to the United States, is entirely erroneous, the truth being that the preponderance of movement is from the United States to



JOHN CHARLTON, M.P.

Canada, and there is good reason for believing that in case of absolute free trade in natural products, the excess of importation of farm products by the United States from Canada would be much less in excess of the importation by Canada from the United States, than might be supposed.

For the fiscal year ending June 30th, 1901, Canada imported farm products for consumption from the United States, exclusive of raw cotton, to the amount of \$20,737,000, or exclusive of raw cotton and tobacco leaf, to the amount of \$19,016,000. Of this importation of farm products, \$6,484,000 was Indian corn free of duty. The same year the export of farm products, the produce of Canada to the United States, was \$8,238,000: consisting of agricultural products, \$2,907,000; animals and their produce, \$5,337,000. During the same year the total export of farm products from Canada to Great Britain was \$78,507,000. In this year Great Britain took 82 per cent. of our total export of farm pro-

ducts, and the United States took 9 per cent.

The most striking evidence of the advantage possessed by the United States over Canada in trade matters under present conditions is shown in our importation of manufactures. A classification cannot yet be made for the last fiscal year, but the importation was materially larger than for the previous year. In 1899-1900, our importation of manufactures from the United States reached \$63,000,000, which was \$25,000,000 in excess of our importation of manufactures from Great Britain. Of this amount of manufactures imported from the United States, \$18,000,000 was on the free list. The low tariff rates of Canada have promoted this enormous importation of finished products. Last year our rate of duty on total imports from Great Britain was 18.23; from the United States it was 12.05, while our rate of duty on dutiable imports was 24.71 from Great Britain, and 24.83 from the United States. The same year the American rate of duty upon total and dutiable imports was in each case about double the Canadian rates.

Last year, we gave the United States a free list of \$56,000,000, of which not less than \$30,000,000 consisted of free manufactures, free forest products, and free corn. We received in return a free list covering coin, bullion, nuggets, gold dust and silver, and a few minor articles. The unfairness of the trade conditions, which cuts down our farm exports to the United States to one-half the amount we import from that country, and denies us the right of untrammelled exchange of our raw products for the vast volume of finished products we import, needs no comment. Were the entire list of natural products permitted to enter the United States from Canada, free, with the same conditions applied to American natural products, entering Canada, it is certain that the Canadian excess of exports to the United States over imports from the United States would fall millions short of the free list granted by Canada to the United States, independent of the natural products made reciprocally free by the two countries; and that the balance of trade would still be heavily against us. No adjustment of our trade relations with the United States, that falls short of free trade, in natural products, would be just to Canada; even if our present scale of duties upon imports is maintained.

Whether Canada shall continue to purchase free lumber, free corn, and free manufactures to an amount four times greater than her export of farm products to that country, and shall, in addition, buy \$45,000,000 of manufactures, under duty rates, about one-half of these levied by the United States, remains to be seen, and one of the first steps to be taken in acquiring the information upon which to found carefully considered action, should be to ascertain definitely whether the United States Government is prepared to grant a modification of its tariff policy to an extent sufficient to place our trade relations on a mutually fair and proper basis.

WEST INDIAN TRADE.

By C. D. Davies

Barbadoes, Nov. 19th, 1901.

T. A. Russell, Esq., Secretary, Canadian Manufacturers' Association, Toronto.

Dear Sir,—It seems an age since I last had this pleasure, but beg to assure you that, though my silence has been of such a long duration, I have not been in the least unmindful of my pleasant duties in connection with your esteemed Association, which I have the honor to represent. I avail myself of this opportunity also to express my sincere thanks for the several copies of "Industrial Canada" I have received, and which have been perused with usual care and interest. Several articles, coming under the heading of "West Indian Affairs," have attracted special attention, and it is my purpose to-day to add to what your contributors have submitted for consideration, with the view of awakening increased interest on the part of the manufacturers, who are anxious for closer trade relations, and devising means to foster, develop and improve same. Before proceeding, I would say that the latter copies of your journal, showing new design on cover, etc., have been very much admired by many friends, who have interested themselves with the welfare of Canada.

TOUR OF THE ISLANDS.

As to my protracted tour, the greater part I have just concluded (a matter of ten months), covering the British territory—Demerara, Trinidad, Barbados, St. Lucia, Dominica, Antigua, St. Kitts, Grenada, and St. Vincent; Danish Islands—St. Thomas and St. Croix; Dutch—Curacao and Surinam; American—Porto Rico.

Trade has been more encouraging for Canada than I had anticipated. Competition is particularly keen, numerous and most varied. In a previous letter, touching on the three largest British markets, Demerara, Trinidad, and Barbados, I pointed out that the feeling towards Canadian manufacturers was very friendly. It is but natural that America would practically control the trade of those markets. 1st. Geographically they might be included as part of the territory of the United States. 2nd. Their lines have been well established. 3rd. Steamship facilities are better. 4th. The manufacturers have been able, through long years of intercourse, to acquire an almost perfect knowledge of trade requirements, and have been governed accordingly.

NEEDS OF CANADIAN TRADE.

Undoubtedly, Canada is on a sound footing to-day, and can place her wants

in those markets, but in order to do so advantageously to buyer and seller, she must be prepared to offer attractive terms, and study not only the requirements of each and every market—which differ materially—but it is essential, in incorporating trade, to try and at least supply a better article for the same money, or else give some other advantage—I suppose in price—over the present lines for which a market has been created. Competition is such, the world over, that it is not natural to suppose that any old line can be easily supplanted for a new one, when there is no object gained by the change; more especially is this so with the West India markets, which are so ticklish and conservative, and have no other outlet than the local consumption; naturally, under such circumstances, merchants are not inclined to take chances and get burnt. Manufactured goods stand on an entirely different footing to other goods. Eating is a necessity, but self-adornment and articles of comfort are luxuries which only the well-to-do can indulge in (and that is a very small percentage), consequently the all important reason for exercising due care and precaution in selecting goods that will in every respect suit the masses.

LACK OF SHIPPING FACILITIES.

Another important point, which I fear is a serious drawback to Canadian industry, is the present system of shipping, via American ports. In some respects this has its advantages, but in others I cannot help feeling, as experience has proved, what a disastrous course this is. It is like taking a stick to break one's own head, for how is it possible, in view of the excessive terminus charges, bonding and other expenses, which have all to be added to the cost, to compete with the United States articles, that have none of those fancy expenses? Common sense tells us at once that the trade is bound to be ruined in the end, even though success may attend a few shipments in the onset. In making a start, therefore, is it a wise policy for any manufacturer to hamper his chances with such obstacles? It is far better to wait in the hope of better facilities coming the manufacturer's way, than for him to make a false step, which doubtless will do much to prejudice future business, if once the wrong impression is given that Canadian goods, however cheap in price, figure higher after landing than similar importations from the United States. So, after the initial shipment, with its excessive charges, it is quite possible that "some of the merchants can be fool-

ed all of the time; all can be fooled some of the time, but all cannot be fooled all of the times."

This leads up to the next question, viz., the basis for trading. It is quite natural that all firms entering into new markets like to feel with some confidence that the business they are about to undertake is free from the dangers of failure and other risks; still there is in every department an element of risk, if not great danger; travelling is not without its serious and alarming side; I, myself, have passed through three hurricanes during this tour, but am none the worse off for the experiences. So, too, in the matter of trading, there is bound to be a percentage of risk, but this can be minimized by adopting the proper means to evade them, and taking the wise business precaution of investigating and knowing something tangible about the firms with whom relations are sought, before launching out blindly. Report agencies or banks can give these.

KEENNESS OF COMPETITION.

To-day merchants are wiser, and consequent of the keen competition every trifle saved goes much to increase the sale of goods and multiply the imports; that's why the middleman—commission merchant—is playing such an unhappy role in many ways; and is only of special assistance to a class who can ill-afford to trade direct and must, therefore, pay a commission for accommodation of long credit, etc., etc.; but why should firms of good repute, who are good for all they assume, be denied direct trading with the manufacturers, particularly with a country anxious to inaugurate business, and find a market for her surplus products? As much as this side of the question should excite interest amongst the manufacturers of Canada, there is this also to be considered, the advantage of direct trading. They place themselves in the sensible position of keeping a firm hold upon the market or markets, in learning what is required and conforming thereto, in advertising themselves and being in close touch with the buyers, whereas, through the middleman—commission merchant—what happens? They merely know the marks and markets for which the shipments are destined, but very often are at a loss to know—unless a claim is made for some more, or the lines are repeated—whether or not the goods have given satisfaction, and what's worst of all, the trade may be snatched away from them at any moment, and revert to some other favored manufacturer of the line, from whom the com-

mission merchant is able to squeeze out some private remuneration for giving him the business, and this mode of operation can continue, who knows, for an indefinite period. I advise most strongly, therefore, for Canadian manufacturers to trade direct, and watch their own interests, and to send out either their own representatives regularly to stir up trade, or appoint unbiased, unprejudiced representatives to act for them, which would be, perhaps, less expensive, and do as much good. This matter I have already represented in my letters to my Canadian firms, and having seen the force of the argument, they have governed themselves accordingly.

In connection with the question of steamship facilities, to which I have already referred, it is unfortunate that there is not a weekly service, but this is due, I suppose, to the present condition of trade, which would involve a considerable expense to the present company without profit, but no doubt the wide-awake and generous agents, Messrs. Pickford & Black, will be prepared to meet every emergency when the occasion arises, and to offer every facility to its appreciative customers. I would merely suggest, however, that to Barbadoes and Demerara, where there are more than one line of American steamers running, and the rates so cut, to place themselves

in competition with those two markets to prevent any possibility of Canadian goods coming via New York.

I have covered the most important points I believe, but in connection with the question of shipping direct to the manufacturers, who are not familiar with export trade, I would suggest that when the order from one party is not sufficient to fill the minimum cost of a bill of lading, rather than pay the full cost, which would add to the value of the goods, several marks can be included on the same bill of lading, provided all the goods are destined for the one port, and the same sent to one firm with request to distribute to the respective consignees (and collecting proportionate freight), who must also be advised along with their invoices. This is a very easy course and does away with additional charges of separate bills of lading. This advice does not apply in cases where there is sufficient goods ordered to equal or exceed the full cost of a bill of lading.

PORTO RICO.

As to the Porto Rican market, which to-day is exclusively American, on account of high protective tariff, Canada at present is shut out, but there are other important fields in the West Indies for Canada to cater to; as, for instance, Curacoa, Swinam, St. Thomas and St. Croix. The first-named, though a small

island, has a large trade, in fact, larger than all the northern islands combined, and even than Barbadoes and Demerara, on account of the South American market, being so closely connected, and thereby offering an outlet. I have just returned from there, and found business to be on a highly commendable basis, merchants all being very well-to-do, and seeking no credit. I would have done a great deal more there with Canadian goods but for steamship facilities.

I hope the spirit of interest with my Canadian firms will be kept up, and while thanking the Association and its courteous Secretary for past favors, and the honor conferred in constituting me its West Indies representative, I beg that you will allow me space to convey to my numerous friends and firms in Canada my sincere thanks for all the kindness they have shown me during the past year, and whose generous co-operation has been fully appreciated and given me special zeal and encouragement to work for them, and hope the results will multiply with each succeeding year, and yield its pleasant rewards.

I wish them, the Association and yourself, the compliments of the season, and many long years of prosperity.

Believe me,

Always yours faithfully,

C. D. DAVIES.

CANADA AND THE UNITED STATES.

A Comparison of Tariffs and Imports of Farm Produce

IN view of the general discussion of tariffs now going on INDUSTRIAL CANADA proposes in a series of articles to compare the tariffs of Canada and the United States and the imports of the two countries from each other. With this end in view, we this month publish a statement of our imports from the United States, and our exports to that country of animals and their produce and agricultural products.

The question of tariff relations between Canada and the United States is usually discussed in such a way as to give the impression that the present trade relations between the two countries are not satisfactory to the manufacturers of Canada, but that our farmers are profiting by the huge United States market at their doors. The facts and figures collected in this article serve to show that our farmers, our stock raisers and our gardeners are just as seriously discriminated against as our manufacturers and artisans.

While the United States has large cities, with great aggregations of population which should be a splendid market for our farmers, we find that they purchase only a mere fraction of our output of farm produce. On the other hand, although our cities are comparatively few, and with small population, and although

they are situated for the most part in fine agricultural districts, we find that we purchase more than twice as much of their farm produce as they do of ours. From the statement herewith given we see that our total imports of farm produce amounted to \$19,143,732 last year; while our exports in the same lines amounted to only \$8,096,092, which means that we import almost two and one-half times as much farm produce as we export to that country.

Looking at it from the standpoint of the population of the two countries, we import from the United States in the above articles to the value of \$3.48 per head; while they import from us only .10c. per head. To carry the comparison further, we import butter to the value of 5c. per head; while we export to the United States only .0073c. per head. In sheep we import 2-9/10c. and we export 1-4/10c. per head; bacon and hams we import 13c. per head and export .048c. per head.

To turn now to the statements of the tariffs of the two countries, we may see at least one reason why our exports to the United States compare so unfavorably with their exports to us. In the items given, which are the principal articles under the headings taken up, in no case do we find

that the United States tariff is less than ours and in some cases, such as beans and peas, it is 200% greater; and in cheese, hay and hops it is 100% greater.

COMPARISON OF IMPORTS AND EXPORTS OF ANIMALS AND THEIR PRODUCE AND AGRICULTURAL PRODUCTS.

ANIMALS AND THEIR PRODUCE—	Imports from U.S. for Home Consumption.	Exports to U.S. the Produce of Canada.
Horses	\$263,216	\$327,294 -
Cattle	182,227	891,340 -
Hogs	8,071	5,854
Sheep	159,504	1,158,069 -
Poultry and Game .....	.....	25,505
All other animals	11,234	17,089 -
Bones	2,006	30,726
Butter	277,437	5,839 -
Cheese	32,607	37,601 -
Eggs	193,134	6,529 -
Furs	909,927	394,290 -
Grease	231,136	3,867 -
Glue	80,937	17,442 -
Hair	19,541	43,037 -
Hides and Skins	2,432,297	2,006,212 -
Horns and Hoofs	3,066	6,785
Honey	7,967	498
Lard	148,971	151 -
Bacon and Hams	713,704	38,851 -
Beef	72,228	4,334 -
Mutton	6,300	1,321
Pork	437,102	1,930 -
Poultry and Game	53,942	4,488 -
Tongues .....	.....	1,941
Meats, Canned	186,700	3,657
All others N.E.S.	91,765	9,711

ANIMALS AND THEIR PRODUCE—	Imports from U. S. for Home Consumption.	Exports to U.S. the Produce of Canada
Oil, Hard	14,729	192
Sheep Pelts	48	32,629
Tails	included in Hides	1,183
Tallow	4,426	455
Wool	5,260	166,555
AGRICULTURAL PRODUCTS—		
Cider	2,609	2,421
Flax	662,696	235,080
Apples	78,549	41,639
Berries, all kinds, and Canned or Preserved ...	954,043	177,570
GRAIN AND PRODUCTS—		
Barley	2,837	85,927
Beans	19,636	338,261
Buckwheat	41	1,689
Indian Corn	6,647,735	670
Oats	42,633	18,598
Peas	11,366	118,750
Rye	1,018	4
Wheat	61,914	34,989
Other Grain and Bread-stuffs	161,991	3,456
Bran	90,491	137,957
Flour of wheat	145,492	43,597
Flour of Rye	3,403	45
Indian Meal	57,949	nil
Oatmeal	63,239	330
Hay	116,228	1,158,108
Hemp	299,626	989
Hops	110,440	nil
Malt	65,684	nil
Maple Sugar and Syrup ..	8,564	71,645
Nuts	181,624	3,773
Clover Seed	662,969	81,004
Flax "	662,969	493
Grass "	23,425	38,239
All other	104	8,437
Straw	1,720,589	32,555
Tobacco leaf	27,613	16,487
Trees, Shrubs and Plants.	47,462	6,050
Vegetables, Canned or Preserved	88,498	3,758
Potatoes	234,459	68,151
All other vegetables	283	119,492
Vines, Grape and other ..		153

\$19,143,732 \$8,096,092

CANADIAN AND U. S. TARIFFS.

Article.	Canadian.	United States.
Horses	20%	\$150 or less \$30
Cattle	20%	Over \$150, 25%
Hogs	1½c. per lb.	Less than 1 yr., \$2; others, less than \$14, \$3.75
Sheep	20%	Over \$14, 27½%
Poultry & game	20%	\$1.50 each
Butter	4c. lb.	1 yr. and over, \$1.50, less than 1 yr., 75c.
Cheese	3c. lb.	3c. lb.
Eggs	3c. doz.	6c. lb.
Lard	2c. lb.	5c. doz.
Bacon and hams, 2c. lb.		2c. lb.
Beef	2c. lb.	2c. lb.
Mutton	35%	2c. lb.
Pork	2c. lb.	25%
Meats, canned	25%	25%
Tallow	20%	¾ of 1c. per lb.
Wool	Free	11c. per lb.
Hides	Free	15%
Beans	15c. per bush.	45c. per bnsh.
Oats	10c. " "	15c. " "
Pease	10c. " "	30c. " "
Wheat	12c. " "	25c. " "
Wheat flour	60c. per bbl.	25%
Oatmeal	20%	1c. per lb.
Hay	\$2 per ton.	\$4 per ton.
Hops	6c. per lb.	12c. per lb.
Potatoes	15c. per bush.	25c. per bush.

This represents what each citizen of United States consumes of Canadian farm products. Its value is 10c.

This represents what each citizen of Canada consumes of United States farm products. Its value is \$3.48.

TRADE INDEX AND EXPORT TRADE.

WE are pleased to announce that the distribution of the Canadian Trade Index is now producing the beneficial effect which the committee intended it should, in furthering the development of Canadian export trade by attracting the attention of foreign buyers to this country. Not only have a considerable number of enquiries for information and for goods come to this office, but we are informed by several of our members that they have received numerous enquiries direct. These enquiries, there is reason to believe, will continue to increase in number, most of which, no doubt, will result in good business for Canadian manufacturers.

We print below a few letters from foreign firms, acknowledging receipt of the Trade Index, which will show our members how it is appreciated abroad :

Bristol, 16th Oct, 1901.

The Canadian Manufacturers' Association.

Dear Sirs,—We beg to acknowledge with many thanks the complimentary copy of your "Canadian Manufacturers' Directory," which we will keep before us for reference, and bring it before the notice of any of our business friends here who are likely to buy Canadian goods.

Yours faithfully,

PURNELL, WEBB & CO.

Tuxpam, Mexico, 5th Nov., 1901.

The Canadian Manufacturers' Association.

Dear Sirs,—I take pleasure in acknowledging the receipt of the "Canadian Trade Index" you kindly sent, which interesting book I shall be pleased to place at the disposal of interested parties, giving these all possible information to be desired. I have no doubt that some mutual satisfactory connections can be established between our respective countries, and I shall do all in my power to promote business interests; placing at the same time my services at your disposal.

I have the honor to be,

Yours faithfully, G. JOHANNSEN.

Glasgow, 18th Oct., 1901.

The Canadian Manufacturers' Association.

Gentlemen,—We beg to acknowledge receipt of the copy of the Canadian Trade Index you have so very kindly sent us, and consider it a very excellent means of making known your manufactures and products in this country, and will, we are sure, help to extend your trade and commerce.

Yours respectfully,

BOYD, BARROW & Co.

Newcastle upon Tyne, 16th Oct., 1901.

The Canadian Manufacturers' Association.

Dear Sirs,—We are favored with a copy of your Canadian Trade Index and Circular of Explanation, of August 17th, for which we are much obliged. We shall give a careful study to the book, and, if necessary, we will gladly avail ourselves of your proffered assistance in any enquiries we may find it necessary to make.

We are,

yours faithfully,

EDWARD CULLEY & Co.

Manchester, Oct. 16th, 1901.

The Canadian Manufacturers' Association.

Dear Sirs,—We beg to acknowledge the receipt of your circular letter of August 17th and also of the Canadian Trade Index, referred to therein, for which we are much obliged.

The information contained in the Index will undoubtedly be of assistance to us in our efforts to bring traders on this side into business relationship with Canadian shippers and buyers.

Yours faithfully,

HERBERT M. GIBSON.

London, E.C., 11th Oct., 1901.

The Canadian Manufacturers' Association.

Dear Sirs,—We have to thank you sincerely for a copy of the Canadian Trade Index which you have sent us, and it will, we believe, be of incalculable value to us.

It is an excellent publication, and if more were done in this way between other colonies and Great Britain, we should not have to complain very much of the Germans creeping into our trade.

Yours faithfully,

CLARK-HARRISON & Co.

Anvers, 14th Oct., 1901.

The Canadian Manufacturers' Association.

Dear Sirs,—We duly received, yesterday, your circular of 17th August last, as well as the complimentary copy of the Canadian Trade Index, which we are sure will prove useful. We will now be able to supply to enquiring friends the particulars which we could not formerly.

The necessity of the publication of such a complete work as the Canadian Trade Index made itself felt long since.

Yours very truly,

W. RAYDT & Co.

FOREIGN TRADE NEWS.

TRADE ENQUIRIES.

NOTE.—For further information regarding any enquiry mentioned on this page, apply to the Secretary, at Toronto.

Agricultural Implements, Hardware, Etc.—A firm in Ireland desires a list of Canadian manufacturers of agricultural implements, machinery, hardware, wood-ware and iron bars, wire and nails.

Beeswax.—A firm in St. Petersburg, Russia, has made enquiry through the Russian Consul of Montreal for Canadian manufacturers of beeswax with the desire of opening trade relations with Canada in these lines on a large scale.

Carpets.—A London firm of commission agents are open to represent two or three Canadian manufacturers of different classes of carpets, and state that they could make arrangements to sell almost unlimited quantities if prices and make should prove satisfactory

Commercial Agents.—An agency in London is in a position to provide reliable agents for goods of Canadian manufacture in the various states of Australia, New Zealand, South Africa and India. In Buenos Ayres they have a good agent who would represent a manufacturer of Canadian roofing felt.

Commission Agents.—A gentleman in London, England, who has had several years' good experience in the grocery and kindred trades, wholesale and retail, desires to be placed in touch with two or three good Canadian manufacturers who would be in a position to appoint a representative for the United Kingdom.

A gentleman in Durban, Natal, South Africa, carrying on a broker and agency business is open to represent Canadian manufacturers on the following lines: Boots and shoes, leather, saddles, nails (all kinds), provisions, lumber, (rough and manufactured of all kinds), produce, hay, flour, oats, etc. References may be had on application to this office.

A firm in Adelaide, South Australia, state that they can successfully handle machinery, papers and foods, and would like to represent Canadian firms in those lines.

Corundum.—Names of Canadian producers and shippers of corundum are asked for by a London importer.

Duck.—An export commission firm of New York wish to obtain supplies of Canadian sail duck made in sizes No. 0 to 12, and from 22 to 120 inches wide.

Egg Boxes.—A Belgium house asks to be placed in touch with Canadian firms requiring boxes complete for egg packing.

Iron, Pig.—A firm at Rotterdam, Germany, wish to be placed in touch with Canadian shippers of pig iron.

Last Blocks.—Enquiry has been made for the names of shippers of boot and shoe last blocks in maple and basswood.

Mineral Wool.—A London firm asks to be placed in connection with exporters of mineral wool from Canada.

Oak.—A company in England manufacturing railway rolling stock desires information as to supplies of Canadian oak in sizes as follows: 12 x 15; 12 x 3½; 12 ft. long. They are using 125,000 cubic ft. yearly and are now paying 2s 2d. per cubic ft. or \$5.04 per cubic ft. if laid down.

Oats.—Quotations at the very lowest export prices on heavy white oats are desired by a West Indian firm. The oats are to be packed in burlap bags of good material and weighing 160 lbs net.

Poultry and Game.—A grocery firm in the Midlands asks for the names of a few good Canadian shippers of poultry and game.

Provisions, &c.—Collier & Son, Excise Avenue, Queen Square, Bristol, ask for catalogues and prices of the following:—Margarine, or Butterine, Hams and Bacon, Yellow Sugars, Buckwheat, Hay, Compressed Fodder, Wheat Flour, White Seed Oats. Bran and Feeding Stuffs.

Tobacco Pipes.—Enquiry is made for the manufacturers of corn-cob tobacco pipes.

Vellum.—A firm of merchants and agents in London, England, wish to be placed in communication with manufacturers of any cheap parchment or vellum, which they are open to buy either in skins or in pieces, which would cut into 7 x 5 inches, oval in shape. The quantity required would be fairly large, but the prices would have to be cut pretty fine. These goods are used in manufacturing rackets for table tennis or "ping-pong," as the game is known in England.

Waxed Paper.—An enquiry from a firm in London, England, for supplies of the above.

A GERMAN LOOKING FOR CANADIAN BUSINESS.

Mr. H. Becker, representing the firm of Becker & Haag, Berlin, Germany, is at present visiting Canada, with the object of obtaining the representation of some leading manufacturers for Germany and France. The lines in which he is particularly interested are asbestos, wood pulp, furniture, woodenware, and chemicals for pulp making. He can also find good sale for heliographic paper, art supplies and wooden frames for slate for which he has enquiry from a London house. Mr. Becker will probably remain in Canada for a month or so. Members wishing to communicate with him can do so through the Association.

OPENINGS IN THE ORIENT.

A large business firm in Europe and Asia Minor, with headquarters at Constantinople, acknowledge receipt of Trade Index, and ask for the support of Canadian manufacturers, who are in a position to do an export trade to those countries.

They already represent a large number of English and continental manufacturers in almost every branch of trade. They handle soft goods, *i.e.*, wool and cotton dress goods, webbings, shirtings, hosiery, flannels, bags, twines, ropes, &c.; hardware and metal *i.e.*, enamelled and tinned hollow ware of every description, galvanized buckets and baths, shovels, cutlery, electro-plated goods, looking glass, window glass, wire nails, wire netting, wood screws; shoe leather, heel tips, cut nails, tacks, shoe heels, overshoes; papers, all kinds; jewelry, musical instruments; leather goods, roofing sheets; chemicals, paints and varnishes, linseed and lubricating oils; provisions, *i.e.*, flour, hams, bacon, lard, dried fish, fruits, jams, cocoa, chocolate, confectionery, biscuits.

All these lines, and a good many more, they handle for wholesale firms throughout the Orient. Terms are on a commission basis, with a guarantee for the first 3 years.

NOTES.

The Otterville Manufacturing Company, Limited, Otterville, have sent us their 1902 catalogue of house furnishings and house decorations. The catalogue is neat, printed on good paper, contains very attractive cuts, and is a credit to the company.

We have received from the B. Greening Wire Company, Limited, their calendar for 1902, which is printed in good bold type. This firm have had a very successful year's business, and are letting the contract for the erection of new offices and having plans prepared for a large new paint tower.

A SYNDICATE IN LONDON TO HANDLE CANADIAN GOODS.

A correspondent who is familiar with Canadian manufactured goods, and who already represents Canadian firms in London, is forming a small syndicate to handle Canadian goods, and he desires to get the exclusive agency for England in different lines of manufactures. They are prepared to pay for samples and transportation charges and agree to push the sale all over England, on the condition that they are the only people provided with the articles. They wish the agency of a furniture firm who make dining-room tables and common kitchen tables; also a firm that will make clothes presses and wardrobes; other articles they could handle successfully are office desks, canned milk and cream.

TRADE WITH JAMAICA.

Mr. G. E. Burke, commercial agent for Canada in Jamaica, believes that the result of the distribution of the Canadian Trade Index in the Island will prove very encouraging and in his letter he remarks that his experience with Canadian goods is that prices and quality compare favorably with those of United States manufacturers, but the great drawback to an extension of trade with Canada has been the difficulty of transportation causing delay in the execution of orders and the high cost of railway carriage to the seaports.

TO PROMOTE TRADE WITH SOUTH AFRICA.

Mr. Chas. F. Whitley, of the Department of Agriculture, Ottawa, who will go to South Africa in the near future, with the object of superintending the discharge of the Government forage boats, has written the secretary to say that he will be very glad to devote what time he can between ships to furthering the interests of Canadian manufacturers. Mr. Whitley is well fitted to represent Canadian interests, and will doubtless have an excellent opportunity to obtain information as to trade conditions and prospects for certain lines of goods. If there are any of our members who desire to avail themselves of Mr. Whitley's kind offer, it would be well for them to communicate at once with the secretary, stating in what way they think he might be able to further their interests. Mr. Whitley has undertaken to distribute copies of the Canadian Trade Index and other miscellaneous literature for the Association.

TRADE WITH BRITISH WEST INDIES.

The present state of our trade with the West Indies is shown by the following table handed us by the Customs Department, Ottawa, giving the value of exports to the

British West Indies from January 1st, 1901, to date:

Articles of mine.....	\$ 23,636
" fisheries	711,657
" forest	16,570
" animals and produce	91,673
Agricultural products	125,259
Manufactures	100,013
Miscellaneous	5,287
Total	\$1,074,095

CURACOA, WEST INDIES.

A letter has been received from H. B. M. S. Consul for the island of Curacao. He states that the island has never been exploited in the interests of Canadian goods and the only Canadian article known there is Club Whiskey. The Consul says, "I will be found ever ready to give careful attention and prompt answers to all enquiries from the members of the Canadian Manufacturers' Association and will do all that is possible to promote their general interests." The Consul is also a senior partner of an importing firm and proposes that the Manufacturers' Association make arrangements with that firm with the view of opening up trade with the island. He compliments the Association on the Canadian Trade Index which was sent to him and asks for further copies that he may distribute.

SOUTH AFRICA.

Our correspondent in Johannesburg in dealing with Canadian trade with South Africa writes as follows: "Unless manufacturers are prepared to finance their representatives sent from home for at least twelve months, which would represent an outlay of from £500 to £1000, it would be more satisfactory to have their goods handled by local houses who are in a position to market same at once. NOTE.—I would suggest that Canadian manufacturers follow the principle of United States firms, i.e., by placing their agencies with reliable South African houses (not necessarily Canadians, as most of the United States firms are represented by Britishers), and that any information regarding their agents be referred to their Canadian or manufacturers agent."

ENGINEERING FIRMS.

An engineer of wide experience has resigned his position as chief engineer and general manager of a large United States firm doing business in England, and has opened an office in London. He intends to carry on a business similar to that he has been engaged in, viz., tendering for bridge work, supplying electrical machinery to companies and supplying the material for large engineering undertakings. His business will extend to all parts of the Empire. With this end in view he asks to be put in touch with engineering, electrical and iron and steel firms in Canada.

TRADE WITH MEXICO.

Any of the manufacturers who are interested in trade with Mexico, will be pleased to know that a Canadian is to visit that country within the next few weeks with a view to opening up closer trade in various lines between Canada and the Mexican Republic.

Mr. J. E. McGarvin, of Toronto, leaves about the middle of January in order to look into the opportunities of trade in several important lines.

If any members are interested in trade with Mexico they should communicate with Mr. McGarvin through the Association at once, and he will be in a position to look out whatever information he is able to for them during his visit.

APPRECIATE THE INDEX

Glasgow, 12th Oct., 1901.

The Canadian Manufacturers' Association.

Dear Sirs,—We beg to acknowledge, with thanks, receipt to-day of your favor of 17th August and your valuable book "The Canadian Trade Index." That this book will be of much use to us we are sure, and the progressive spirit that produces such is most commendable.

We have written to two firms already, syrup refiners and starch and glucose makers, and we are taking time to look for other names likely to interest us. We will be glad to correspond at any time with your Association, and to reciprocate your attention in any way in our power.

Yours faithfully,
DAVID SCLANDERS & Co.

New York, 24th Oct., 1901.

The Canadian Manufacturers' Association.

Gentlemen,—I am desired by the Consul General to acknowledge the receipt of your letter of the 21st instant, inclosing a copy of the Canadian Trade Index, for which I am to express Sir Percy Sanderson's thanks. The book will doubtless be of use at this Consulate General, to applicants who are seeking articles of Canadian manufacture.

The third paragraph of your letter, stating that a department of your Association is organized to answer all enquiries, has been noted, and applicants for information will be referred to you.

I am, gentlemen,
Yours very truly,
C. CLIVE DAYLE,
Consul.

Glasgow, 14th October, 1901.

The Canadian Manufacturers' Association.

Gentlemen,—We beg to acknowledge receipt of your circular letter dated August 17th, coupled with a complimentary copy of "The Canadian Trade Index" or "Canadian Manufacturers' Directory" which have only come to hand at this date.

For the purpose of reference this Directory will no doubt prove useful, and we shall be happy to avail ourselves of the privilege you offer us to furnish us with any supplementary information we may desire.

Yours truly,
F. & R. CASSELS.

MEMBERS' BUSINESS DIRECTORY.

The attention of members is invited to the desirability of having a business card inserted under one or more headings in the following columns. Only one inch space is allowed to a firm under one heading, but a firm may be classed under as many headings as are necessary to describe its business. A ready reference to the industries represented in the Association is by this means possible.

ACCOUNT BOOKS.

The Brown Brothers, Limited,

51-53 Wellington West, TORONTO,

Manufacturers of Account Books, Leather Goods, etc. Stationers and Bookbinders.

AGRICULTURAL IMPLEMENTS.

David Maxwell & Sons,

ST. MARYS, ONT.

Manufacturers of Harvesting Machines, Stock Raisers' Implements and General Farm Machinery.

ARCHITECTURAL & ORNAMENTAL IRONWORK.

Canada Foundry Company, Limited,

Head Office and Works. TORONTO, ONT.

District Offices: Montreal, Halifax, Winnipeg, Vancouver, Rossland.

Beams, Channels, Columns, Angles, Plates. Grills, Fences, Railings, Bank Fittings, etc. Designs sent on application.

AXES.

Dundas Axe Works,

DUNDAS, CANADA.

P. Bertram, Manager.

Manufacturers of all kinds of Chopping Axes, making a specialty of quality and finish.

BAGS.

Dick, Ridout & Co.,

77 York Street, TORONTO.

Manufacturers of Jute and Cotton Bags, Hessians, Twines, &c.

The Canada Jute Company, Limited,

492 William St., MONTREAL.

Manufacturers of Jute and Cotton Bags. Importers of Twines, Hessians, Baggings, etc. Telegraphic address, "Calendar," Montreal.

BANK AND OFFICE FITTINGS.

The Globe Furniture Co., Limited,

WALKERVILLE, ONT.

Manufacturers of Counters, Screens and Metal Work for same; Standing Desks, Dado, Doors and General Interior Finish; Store Fixtures.

BELTING—LEATHER.

The Beardmore Belting Co., Limited,

Manufacturers of Leather Belting, Dynamo and Double Driving Belts our specialty. Write for discounts.

TORONTO, ONT., 39 Front St. East.
MONTREAL, QUE., 57 St. Peter St.

BICYCLE SUPPLIES.

Boston Wood Rim Co'y, Limited,

TORONTO.

Manufacturers "Laminated" and "One Piece Rims" for Bicycles, Motor Carriages, Sulkies, etc. Mud and Chain Guards.

BICYCLES AND MOTORS.

Canada Cycle & Motor Co'y, Limited,

TORONTO, CAN.

Mfrs. of Bicycles, Motor Vehicles, Marine Motors and Launches.

Works—Toronto and Brantford. Catalogue on application. Cable address, "Cyclemote" Toronto. A. B. C. and A. I. Codes used.

BILLIARD TABLES.

Samuel May & Co.,

74 York street, TORONTO.

Billiard Table Makers.
Billiard and Pool Ball Turners.
Billiard Cue Makers.
Billiard Cloth Importers.

Send for Catalogue and Price List.

BOILERS—WATER TUBE.

The Canadian Heine Safety Boiler Co.

Esplanade, Opposite Sherbourne St.,

TORONTO.

Water Tube Steam Boilers for all pressures, duties and fuels. Marine and Stationary, from 50 to 600 horse power units.

George Brush,

34 King St., MONTREAL.

Manufacturer of Steam Boilers, Marine and Stationary, and Kingsley Patent Water-Tube Boilers, the best and most economical boiler in the market.

BOOTS AND SHOES.

The Ames-Holden Co. of Montreal,

MONTREAL, QUE.

Limited.

Boots and Shoes. Sole selling agents for the Granby Rubber Company.

Branches—St. John, N.B., Toronto, Ont., Winnipeg, Man., Vancouver, B.C., Victoria, B.C.

J. D. King Co., Limited, Toronto.

Sole agents and users of the Flexible and Non-Squeaker "Patent Sleeper Insoles"—light, conforms to the shape of the foot, strong and very durable. Also agents for the "Dr. Reid Cushion Shoe" for tender feet, especially adapted for people up in years. Man'rs of the "King Quality" lines of Boots and Shoes, and only agents of the Stub Proof Rubbers.

J. & T. Bell,

(Established 1814.)

178-180 Inspector St., MONTREAL.

Fine Footwear.

The John McPherson Co., Limited,

HAMILTON, ONT.

Manufacturers of Fine Shoes.

BOX MANUFACTURERS.

G. & J. Esplin,

Office, 120 Duke St., MONTREAL, QUE.

Box Manufacturers,

Lumber Merchants.

Saw and Planing Mills.

BOXES—WOOD.

Barchard & Co., Limited,

135-151 Duke Street, TORONTO.

Manufacturers of Wood Packing Boxes of every description.

Wood Printers.

Telephone Main 30.

BRASS GOODS.

Established 1828.

Garth & Co.,

536 to 542 Craig St., MONTREAL.

Brass and Iron Founders,

Plumbers and Steamfitters.

Fire and Water Department Supplies.

The Robert Mitchell Co., Limited,

MONTREAL.

Manufacturers of Brass Goods for plumbers, gas and steam fitters. Gas and Electric Light Fixtures, Ornamental Brass and Iron Work.

The James Morrison Brass Mfg. Co., Limited,

89 to 97 Adelaide St. W. TORONTO.

We make and handle everything for Engineers and Plumbers; Gas and Electric Fixtures.

Telephone Main 3836.

BROOMS AND BRUSHES.

Boeckh Bros. & Company,

TORONTO.

Manufacturers and Exporters of Brushes, Brooms, Woodenware and Display Tables.

The MacLean Publishing Co., Limited, MONTREAL AND TORONTO.

Publishers of "The Canadian Grocer," the grocery and general store paper of Canada. The only exclusively grocery paper in Canada. Advertisements of brushes and brooms in this medium bring splendid returns.

Meakins & Sons, HAMILTON.

Meakins, Sons & Co'y, Montreal.
Manufacturers of Brushes.
Toronto Office, 74 Bay Street.

Taylor, Scott & Co., TORONTO, CAN.

Manufacturers and Exporters of Brooms,
Brushes, Washboards, etc.
Write us for prices.
Cable address, "Woodenware," Toronto,

CANNERS' SUPPLIES.

The Norton Mfg. Co., HAMILTON, ONT.

Fruit, Paint, Lard and Baking Powder Cans.
Wire and Bar Solder.
Capacity one hundred and fifty thousand cans
daily. Correspondence solicited.

CARPETS.

The Dominion Carpet Co., Limited, SHERBROOKE, QUE.

Manufacturers of Brussels and Wilton Carpets
and Rugs. Spinners of Worsted and Wool
Yarns.

The MacLean Publishing Co., Limited, MONTREAL AND TORONTO.

Publishers of "The Dry Goods Review."
Only paper in Canada devoted exclusively to
dry goods, millinery, men's furnishings, hats,
caps and clothing trades. Good carpets prop-
erly advertised in this medium are easily sold.

The Toronto Carpet Manufacturing Co. TORONTO. Limited.

Manufacturers of Wool and Union Ingrain
Carpets and Art Squares, Axminster Carpets
and Rugs; Smyrna Whole Carpets and Rugs.

CARRIAGES.

E. N. Heney & Co., Office and Warerooms, 333-335 St. Paul St. Factory, 758 to 788 Notre Dame St. MONTREAL.

Wholesale manufacturers of Fine Carriages for
home and export trade. Catalogues to dealers
on application.

CHEESE.

A. F. MacLaren Imperial Cheese Co'y, Limited, 51 Colborne St., TORONTO, CANADA.

Manufacturers of MacLaren's Imperial Cheese
in White Opal Jars. Importers and Exporters
of Foreign and Domestic Cheese.
Cable Address, "Dairymaid."

CHILDREN'S VEHICLES.

The Gendron Mfg. Co'y, Limited, TORONTO, CANADA.

Makers of Children's Vehicles, Reed and
Rattan Furniture

CLOTHING.

E. Boisseau & Co., Yonge and Temperance Streets, TORONTO, CANADA.

Wholesale Tailors, manufacturers of "Tiger
Brand Clothing," Men's, Youths', Boys' and
Children's Clothing.

COMMERCIAL PUBLICATIONS.

Commercial Publications.

The Monetary Times Trade Review and Insur-
ance Chronicle, published weekly, on Fridays,
at 62 Church Street, Toronto, reaches every
business man of good standing in every city,
town and village throughout the Dominion.
Advertising rate, \$3.00 per line yearly.

CONFECTIONERS' MACHINERY.

Fletcher Manufacturing Company, TORONTO, CANADA.

Onyx, Marble and Silver-plated Soda Water
Fountains; Bakers', Confectioners' and Cooks'
Tools, Machines, Utensils and Supplies;
Waxed Paper Julep Straws.

COPPER WORK.

The Booth Copper Co., Limited, TORONTO, CANADA.

Coppersmiths and Metal Spinners.
Brewers', Distillers' and Confectioners' Copper
Work.

Coulter & Campbell, 155-158 George St., TORONTO.

Manufacturers of Distillers', Brewers' and
Confectioners' Copper and Brass Work.
Marine, Dyers', and Varnish, Copper and
Brass Work. Metal spinning work to order.

CREAM SEPARATORS.

The Raymond Mfg. Co. of Guelph, GUELPH, ONT. Limited.

Manufacturers of the "National" Cream
Separator and "Raymond" Sewing Machines.

DISTILLERS.

Hiram Walker & Sons, Limited, WALKERVILLE, ONT.

And London, New York, Chicago, Atlanta,
Mexico City, Victoria, B.C.
"Canadian Club" Whiskey.

DRESSINGS—LEATHER.

Domestic Specialty Co., HAMILTON, ONT.

Manufacturers of Blackings, Dressings, Dyes,
Stains, Waxes, Bottom and Edging Inks and
Rubber Cement.

DYERS AND FINISHERS—SPECIAL.

The Merchants Dyeing and Finishing Co., Liberty St., TORONTO. Limited.

Dyers and Finishers of all classes of Woolen
or Half-Wool Dress Goods whether made in
Canada or Europe. Also Japanese Silks.
Correspondence solicited.

ELECTRICAL APPARATUS.

The Canadian General Electric Co., Limited, Head Office: TORONTO.

Factories—Toronto, Peterborough, Montreal.
Branch Offices—Montreal, Halifax, Winnipeg,
Vancouver, Rossland, Nelson.
Manufacturers of Electrical Machinery of all
kinds—Power, Lighting, Railway.
We furnish complete Installations.

ELECTRICAL SUPPLIES.

The Canadian General Electric Co., Limited, Head Office: TORONTO.

Factories—Toronto, Peterborough, Montreal,
Branch Offices—Montreal, Halifax, Winnipeg,
Vancouver, Rossland, Nelson.
Lamps, Wire, Meters.
We carry a large stock of all Electric Supplies.
Write for Catalogue.

ENAMELLED WARE.

Kemp Manufacturing Co., TORONTO, ONT.

Enamelled Sheet Metal Ware, Plain and Re-
tinned Stamp Ware, Japanned Ware, Sheet
Steel and Galvanized Ware, Stove Shovels,
Stove Boards, Copper Ware, Oil Stoves, Ma-
chine Oilers, Tinned Spoons, Lanterns, Wire
Goods and Metals.
Cable Address "Metalsdon," Toronto.

ENGINE PACKINGS.

Hamilton Engine Packing Co., HAMILTON, ONT.

Exclusive Manufacturers of Clappison Im-
proved Engine Pump and Ammonia Packings,
Sectional Asbestos Magnesia and Mineral
Wool, Pipe and Boiler Coverings, Loose
Mineral Wool, Smith's Adjustable and Tubular
Boiler Gaskets, Rainbow and other Sheet
Packings, Boiler Tube Scrapers and Blowers,
Cotton Waste, Oils, Belting and Engineers'
Supplies in general.

ENGINES AND BOILERS.

The Polson Iron Works, TORONTO.

Engineers, Boilermakers, Steel Shipbuilders;
Builders in Canada of the Yarrow and Moscher
Water-Tube Boilers.
Works and Office, Esplanade St. East.

J. & R. Weir, Nazareth & Brennan Streets, MONTREAL.

Engineers, Boilermakers and Machinists.
Steel Boat Builders.

ENGRAVERS AND DESIGNERS.

The Grip Printing & Publishing Company of Toronto, Limited, TORONTO.

Designers, Engravers, Printers, Publishers,
Half-tones, Wood Cuts, Electros, Cuts of all
kinds, Booklets, Catalogues, Calendars, Illus-
trated Printing.

ENVELOPES.**The Barber & Ellis Co., Limited,
TORONTO.**

Envelopes of every quality and size. The largest output in the Dominion.

FUEL.**The Standard Fuel Co.,
TORONTO.**

Importers
All-rail Coal.

Prompt Shipments Guaranteed.

FINANCIAL JOURNALS.**Financial Journals.**

The journal which stands highest in the estimation of the entire business community, because of its reputation for trustworthiness in dealing with financial matters, is The Monetary Times Trade Review and Insurance Chronicle, published weekly, on Fridays, at 62 Church Street, Toronto.

FIXTURES—ELECTRICAL AND GAS.**Garth & Co.,**

536 to 542 Craig St., MONTREAL.

Decorative Metal Workers in
Electrical and Gas Fixtures,
Brass, Iron and Copper.

FURNITURE—CHURCH & SCHOOL**The Globe Furniture Co., Limited,
WALKERVILLE, ONT.**

Manufacturers of Pews, Rails, Screens, and Platform and Chancel Furniture; Model Automatic Desks and Teachers' Desks; Lecture Room Chairs, Settees, etc.

FURNITURE—OFFICE AND SCHOOL**The Canadian Office & School
Furniture Co., Limited,
PRESTON, ONT.**

Manufacturers of Office, School, Church, Lodge and Opera House Furniture; Bank, Office, Hotel, Drug and Jewelry Store and Court House Fittings a specialty.

**The Office Specialty Mfg. Co., Limited,
TORONTO.**

Letter Files, Cabinets, Supplies, Office Desks, School Desks, etc., Metallic Vault and Library Furniture, Trucks.

FURNITURE—REED AND RATTAN.**The Gendron Mfg. Co'y, Limited,
TORONTO, CANADA.**

Makers of Children's Vehicles, Reed and Rattan Furniture.

GRATE BARS.**The Cyclone Grate Bar Co.
of Toronto, Limited,
Office: 10 King St. West, TORONTO, CANADA.**

Perfect combustion obtained from any fuel, especially cheap fuels, such as screenings, Hence, practically no smoke, due to the movement of the grate and the large area of air passing through same. Write for particulars, etc.

HARNESS.**E. N. Heney & Co.,
Office and Warerooms, 333-335 St. Paul St.
Factory, 758 to 788 Notre Dame St.
MONTREAL.**

Wholesale manufacturers of Harness and Saddlery for home and export trade.

HEATING BOILERS.**The Star Iron Company, Limited,
593 Craig St., MONTREAL.**

Mfrs. of the new "Star" Hot Water Heater with Syphon Injector and Moving Ash Sifter, Hot Water and Steam Fittings.
Bell Telephone, 2621. Merchants' Telephone, 887.

**Warden, King & Son, Limited,
Manufacturers,
MONTREAL.**

"Daisy" Hot Water Heater. "Gem" Hot Water Heater. "Gem" Steam Heater. "Daisy" Bath Heater.
Send for Catalogue.

INSURANCE JOURNALS.**Insurance Journals.**

More good work has been accomplished by The Monetary Times Trade Review and Insurance Chronicle in educating the business men of Canada up to an understanding of the fallacy of some plans of insurance than has been done by any other publication.

INTERIOR WOOD WORK.**The Chas. Rogers & Sons Co., Limited,
TORONTO.**

Bank and Office Fittings, Mantels, Furniture and Upholstery.

IRON MANUFACTURES.**The Abbot-Mitchell Iron and Steel Company of Ontario, Limited,
BELLEVILLE, ONT.**

Manufacturers of Bar Iron and Steel, Nails, Spikes, Washers, etc.

**H. R. Ives & Co.,
MONTREAL.**

General Founders.
Artistic Iron Work of all descriptions.
Brass and Iron Bedsteads, etc., etc.

**The MacLean Publishing Co., Limited,
MONTREAL AND TORONTO.**

Publishers of "The Hardware and Metal Merchant," the only paper in Canada circulating, exclusively among hardware, paint and oil dealers, plumbers and steamfitters, millmen, machinists, foundrymen and other manufacturers.

**Pillow & Hersey Mfg. Co., Limited,
MONTREAL.**

Cut and Wire Nails, Wrought Iron Pipe, Horseshoes, Spikes, Tacks, Bolts and Nuts, etc.

**Montreal Rolling Mills Co.,
MONTREAL.**

Manufacturers of Bar Iron and Steel, Cut and Wire Nails, Spikes, Wire, Horse Shoes, Horse Nails, Black and Galvanized Pipe, Lead Pipe, Shot, White Lead, Putty, Tacks, etc.

JEWELRY.**John Wanless & Co.,**

Established 1840. TORONTO.

Manufacturers of Rings, Brooches, Watch Chains, Medals, Class Pins, Lockets, Cuff Links, and Fine Diamond and Pearl Jewelry.

LAMPS.**The N. L. Piper Railway Supply Co., Limited,**

314 Front Street West, TORONTO.

Switch and Signal Lamps, Ship Lamps, Semaphore Signals, Electric Mirror Reflectors, Motor Headlights.
Send for Catalogue. Mention line required.

LEATHER.**The Breithaupt Leather Co., Limited,
Head Office, BERLIN, ONT.**

Tanners and Leather Merchants.

Home and Export Trade.

Tanneries at Berlin, Penetang and Listowel, Ont.

**Clarke & Clarke, Limited,
TORONTO, CANADA.**

(Established 1852.)

Leather Manufacturers—Colored Sheepskins, Glazed Sheep Kid, Napa Button Fly, Bookbinders' and Fancy Leather, Skivers, Fleshes and Russets.

Montreal—22 Lemoine St. Cable Address,
Quebec—493 St. Valier St. "Clarkes, Toronto."

**A. R. Clarke & Co., Limited,
(Established 1852) TORONTO, CANADA.**

Manufacturers of Patented, Glazed and Dull Kid: Patent, Glazed, Boxed and Dull Calf; Mochos, Kid, Swedes, Reindeer, Buckskin, Chrome Asbestos Tan Gloves and Mitts, Chrome Asbestos and Indian Tan Moccasins.

Montreal—22 Lemoine St. Cable Address,
Quebec—493 St. Valier St. "Arc, Toronto."

LEDGERS—PERPETUAL**The Copeland-Chatterson Co., Limited,
75-77-79-81 Queen St. W.,
TORONTO.**

Devisers and manufacturers of Business Systems. Celebrated Copeland-Chatterson Perpetual Ledgers. Loose Leaf Systems of Accounting.

LINEN, BOND & LEDGER PAPER.**The Rolland Paper Company,**

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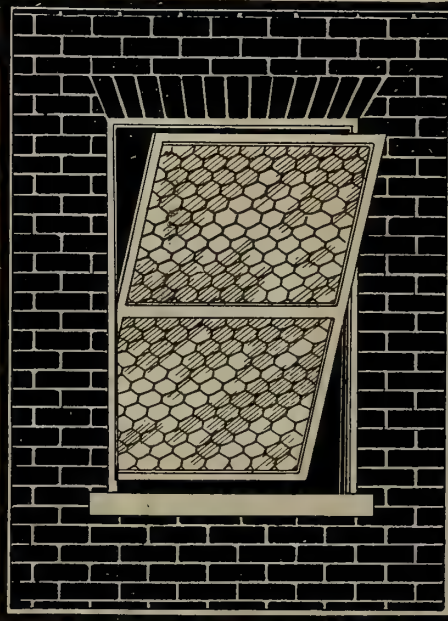
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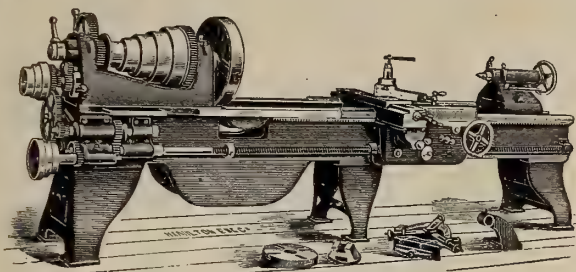
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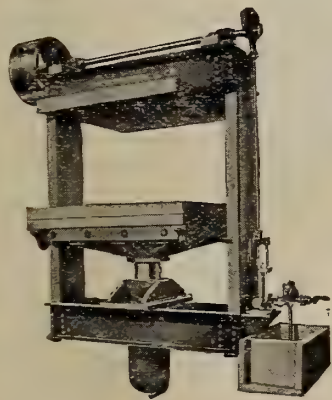
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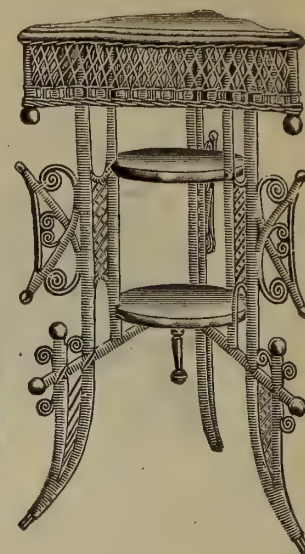
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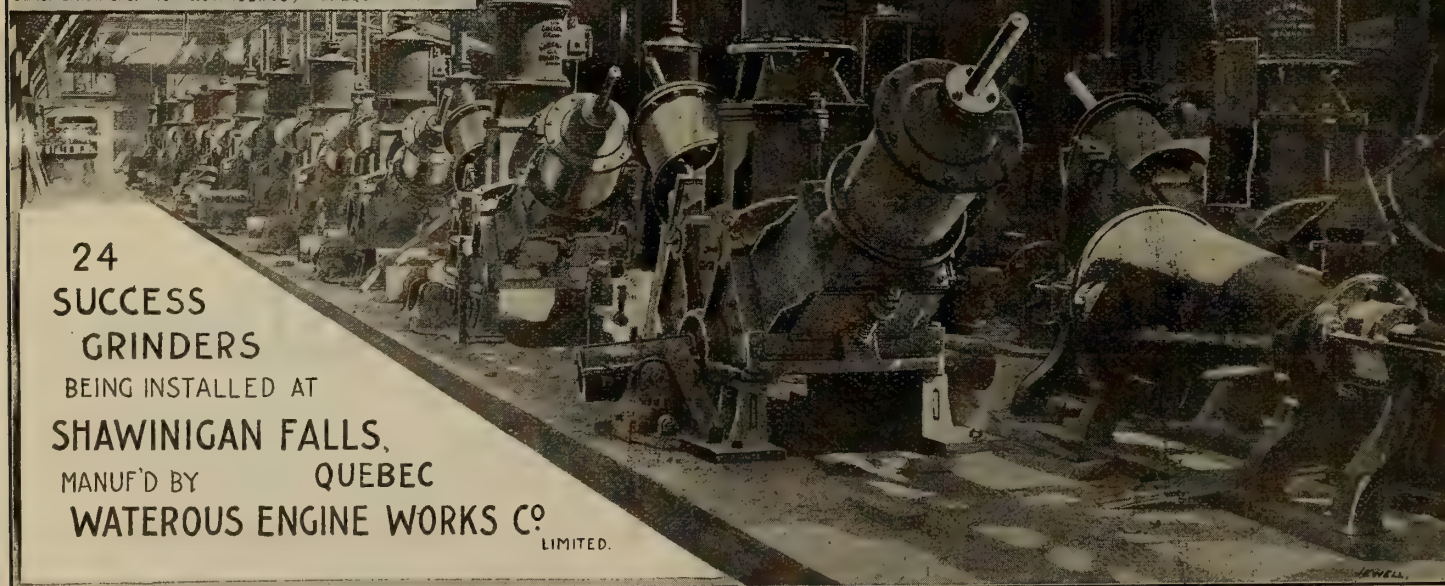
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Vol. II.

TORONTO, FEBRUARY 1, 1902.

No. 6

THE CANADIAN MANUFACTURERS' ASSOCIATION.

HEAD OFFICE: Board of Trade Building, Toronto.

BRANCHES: Temple Building, Montreal; Board of Trade Building, Winnipeg; 500 Granville Street, Vancouver, B.C.

AIMS.—To promote the interests of Canadian manufacturers and exporters.

To secure by all legitimate means the aid of both Public Opinion and Government Policy in favor of Home Industries and the promotion of Canadian manufacturing enterprises.

To enable those engaged in all branches of Canadian manufacturing enterprises to act in concert as a united body whenever action in behalf of any particular industry or of the whole body becomes necessary.

TERMS OF MEMBERSHIP.—"Active membership in the Association shall be open to individuals, firms and corporations actively engaged as manufacturers who subscribe to the terms of this Constitution and contribute to the treasurer the annual dues required.

"Every candidate for active membership shall sign an application for membership, which shall be signed by an active member, as his proposer, and by another active member as his seconder, and which shall be forwarded to the secretary. Such application shall be acted upon at the next meeting of the Executive Council, after report by the Reception and Membership Committee."

FEES.—The fee for each active member shall be ten dollars (\$10) per annum, payable in advance.

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Any further information relating to the Association will be gladly furnished on application to the Secretary.

Industrial Canada.

Issued monthly as the official publication of the Canadian Manufacturers' Association, and devoted to the advancement of the commercial prosperity of Canada.

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2. The British Consuls, the world over.

3. Chambers of Commerce in the United Kingdom.

4. Foreign and home exchanges.

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Advertising rates on application.

Address all communications, subscriptions, advertisements, etc., to

Secretary,

Canadian Manufacturers' Association,
Head Office, Toronto, Canada.

The Canadian people generally will rejoice in the Canada for all Canadians. strongly patriotic utterances of many of our public men during the past few months. Their statements indicating confidence in the future of

Canada, and their belief that our country will be able to work out its own destiny as one of the great industrial and commercial nations of the world, has been received on every hand with enthusiastic applause. The strongly patriotic utterances of the Premier of the Province of Ontario in his budget speech, have found an echo in the breasts of Canadians everywhere, and party affiliations will not prevent recognition of the national spirit shown in the principles announced. Other public men have given voice to similar Canadian sentiments on various public platforms, and everywhere their utterances have been greeted with enthusiastic applause.

A practical application of these principles has, of course, much to do with the fiscal policy of Canada. Time was when many of our most thoughtful citizens believed that the manifest destiny of Canada lay in closer commercial relations with the large republic to the south. They openly and honestly confessed their belief that the upbuilding of Canada would depend upon freer trade

relations with the United States. There are few Canadians who so regard this question to-day. Circumstances have altered; and Canadian overtures to Washington for freer trade relations have met with a flat refusal. A policy of shutting out all Canadian products that compete with any made in the United States was rigorously adhered to with the result that last year the United States sold to us \$110,000,000, worth of goods, while she imported only \$40,000,000 of Canadian produce. There may still be some who believe that advantage would be gained by having a freer entrance to the

NOTICES.

1.—Montreal Executive, February 13th, 3.30 p.m., at Association Rooms, Temple Building, Montreal.

2.—General Executive Council, Board of Trade Building, Toronto, Thursday, February 20th, at 2 p.m.

"CANADIAN GOODS FOR THE CANADIAN PEOPLE."

United States markets for our farm produce, but there are also others who claim that they cannot see what advantage could arise from Canada adding her surplus of flour and grain and other produce to the United States surplus of the same products in order that these may all be lumped together for export to European markets under the general term of "American."

With this question, however, it is not necessary for us to deal. The United States has firmly set her face against freer trade relations with Canada, and while we have heard much talk of a desire for reciprocity in some border cities of the Republic, this agitation received such a complete suppression at the reciprocity convention held in Washington that any who hope for change in this direction must be considered as living in a fool's paradise. The policy was there freely advanced that it would be folly to interfere with the present favorable trade conditions existing with Canada; that when their exports to us were three times their imports they had no reason to complain, and that any action would be foolish until Canada had seen the weakness of her policy and adopted retaliatory measures. The public announcement of this policy has opened the eyes of Canada, and has more particularly opened the eyes of the agriculturalists of Canada, and turned their attention to their relation to the United States as a market for their produce.

As shown in our last issue they have found that although the United States has large cities which should be a valuable market for our farm produce, we Canadians under our low tariff on farm products import two and a half times as much of their agricultural products as the whole of the United States took from Canada. The sooner this condition of affairs is known by Canadians the better for Canadian industrial progress. In the past there have been many who have sought to spread dis-union between the manufacturing and the agricultural classes of Canada, there still exists some to-day, but their task is becoming rapidly a more difficult one, for there is in reality no division between the interests of the farmers and the artisans of Canada. Is it to the advantage of the Canadian farmer that his implements, or his clothing, or other utensils which he must purchase, be made at Chicago when he is prevented by an almost prohibitive tariff by selling goods to the artisans who are manufacturing these products for him. A few thoughts will serve to illustrate the comparison between the home market furnished by the artisans of Canada, and that furnished by the United States. The population of the city of Toronto is approximately 225,000, if each person purchased only \$40.00 per annum of farm produce, including live animals and other products of the farm within a year, it would mean a consumption of \$9,000,000 of Canadian farm produce.

In other words the city of Toronto affords a larger market for the farmers of Canada than the whole of the United States.

Again it has been said that our manufacturers are comparatively few, and our home market therefore unimportant. A low estimate of the number of hands employed in the factories as shown by the census returns now coming to hand would place this at 400,000. If each person employed supports three others, and each of these consume \$40.00 of Canadian farm produce in the course of a year, we have a total consumption of \$64,000,000, per annum. Or in other words, with this conservative estimate of the manufacturers of Canada and their employees, and families, affords a market eight times greater than that of the United States for the produce of our Canadian farms. These results are surprising, and they carry but one moral, viz: that the interests of the agricultural and the artisan classes of Canada are one, and measures which will tend to promote the manufacturing development of the country and lead to the employment of larger numbers of people in Canada will benefit to a large extent directly the farming classes. Is it little wonder then that in Canada to-day we hear generally annunciated the policy for "Canada for Canadians"?

MONTHLY DINNERS OF THE ASSOCIATION.

The work of the Reception and Membership Committee is so varied that details of matters under its care appear in this number under the heading of, first, a lecture given by Mr. Souther, in the Rotunda of the Board of Trade; the dinner at Hamilton, at which Dr. Montague spoke, and the election of twenty-five new members.

We have to note two other matters in connection with its work. Arrangements are now under way for the holding of dinners at Montreal and at Brantford.

The dates for these two events have not yet been fixed, but the Montreal dinner will take place in the latter part of February and Mr. Archibald Campbell, M.P. for West York, and chairman of the Railway and Transportation Committee of the Association, will open the discussion on that evening on the subject of "Loyalty to Canadian Industries and the Necessity of Cultivating Pride in our own Products." This interesting subject should be well handled by Mr. Campbell.

The subject and speakers for the Brantford dinner have not yet been provided for, but the Brantford members of the Association assure us that a large attendance will turn out to welcome those who attend from outside.

The other work of the Committee was the definition of the clause relating to eligibility for membership in the Association. The

report of this appears in the account of the Executive Council proceedings.

The Reception and Membership Committee has also under its wing the recommending of the place for holding the next annual convention of the Association. It will report on this subject to the February meeting of the Executive Council.

TO BIND THE EMPIRE'S TRADE.

One of the most important steps yet taken to unify and strengthen the commercial relations between the various British dominions is the appointment of a "Congress Organizing Committee" by the London Chamber of Commerce.

This committee has as its special duty the consideration of all questions "of interest to, or affecting the various parts of the Empire," and already many important matters are being dealt with. Among these Canadian manufacturers will note with gratification the following:

1. The Codification of Commercial Law, with special reference, at present, to the laws relating to Patents.
2. The securing of uniform legislation in regard to Trade Marks throughout the Empire.
3. The establishment of local centres in the colonies for Commercial Education, which work has already been begun.
4. The securing of Imperial telegraphic communication.
5. The calling together of a Convention of Chambers of Commerce and Industrial Associations in the spring of 1902 to consider the proposed German tariff, the U.S.A. tariff, and the Australian Commonwealth tariff.

This committee invites the sympathy and co-operation of all commercial organizations throughout the Empire, and will be glad to consider any suggestions which may advance either colonial or home interests.

YUKON RATES.

The Railway and Transportation Committee at its last meeting had before it a schedule of the rates laid before the Railway Committee of the Privy Council for approval by the White Pass and Yukon Railway Co.

This schedule was submitted to the Association for its views, and after a careful scrutiny of the rates by the Railway and Transportation Committee, the Secretary was directed to write the Department urging that a suitable reduction in the rates proposed should be insisted upon by the Government. The Committee recognized the heavy expenses involved in the direction and operation of road situated as this one is, but it could not find a reason to justify the exorbitant toll in the schedule submitted to the Government.

The Association's representation is before the Railway Committee of the Privy Council and will no doubt weigh with them in securing a material reduction in rates for this road.

Mr. Hooley on Reciprocity as Made in Washington

"Good evenin' to ye," said Mr. Grogan as he entered Mr. Hooley's cosy little bar-room.

"Hello, Grogan, have ye a dollar on ye?" answered Mr. Hooley, as he laid down a paper he had been reading and leaned over the bar. "Ah well! 'tis mine now," he continued, having pocketed the dollar handed him by the unwary Grogan. Then the old man, with a shrewd smile breaking over his face, carefully picked out a wooden toothpick from a tumbler on the bar, and presented it to his little friend. "There now," said he, "we're square." "Square what?" queried the little man. "What do ye call that?" "That," said Mr. Hooley, "is Reciproshity as made in Washin'ton." "Reciproshity," yelled Grogan, "I call it stalin'." "P'raps it is," said Mr. Hooley, as he calmly lit his pipe, "but 'tis the kind they make at Washin'ton for the frindly nations an' the kind that we Canajins are given an' that we take too, to the tune of millions of dollars, an' of men too, Grogan, an' wid less kickin' than you've made over that dollar.

"I've just been readin' a spache made at a convintion in Washin'ton, Grogan, an' drawin' me own sinsible conclusions an' as the lawyers say, readin' betune the lines.

"'Twas like this—

"Fellow Citizens," sez the spaker, "we're the greatest nation on the earth an' the most liberal. We have been, sez he, liberal in the past, an' let us continue to thrate our brother nations to the best advantage. The quistion before us," sez he, "is reciproshty wid our Canajin brothers, an' I say, wid a full heart—an' pocket—let us continue on the lines we have been goin' for years, for it has been good for us an' they're not kickin'. Let us, sez he, say to our brothers in Canada—"We will continue the same principles that have brought gold an' glory to us, an' may bring 'old glory' to you." "We will," sez he, "continue the same principles of reciproshty we are now givin' you, in effect. Lave your doors open free to our steel rails," sez he, "an' we, gentlemen, while kapin' sivin dollars on our rails, will admit your product of Wampum belts free. Give the same low rate on agricoolthral implements an' we'll open our markets at twinty per cint to yeer otter of roses. Lower the bars on oats an' hay an' grain, an' we on our part will freely meet you—Canajin brothers—on yeer home grown tay.

"Reduce your tariff on cattle an' horses an' sich like, an' we, Sirs will admit skylarks an' canary birds at twinty per cint.

"Make aisy the way for the intry of our machinery of all kinds, an' bank drafts an' gold will be admitted free by us.

"Fling wide your gates to our sheep an' hogs an' hins an' fish an' ducks, an' the air

of yeer mountains an' lakes an' seas can flow freely thro' our portals.

"Admit," sez he, "our wire an' illictric machines an' things like that, an' we will pass all wireless telegraphs as free as the air referred to, an' under the same clause of the tariff.

"We are," sez he, "overflowin' with love for ye, an' if ye continue to let us overflow ye wid our products, the Sunny Smile of yeer Primer will be free to shine at our bankwets.

"Don't waste yeer time in buildin' works," sez he, "we've plinty, an' we'll build more on the orders ye sind us, an' if yeer boys haven't any work at home, sind thim over here an' we'll keep thim busy, an' if ye continue yeer prisint hivin sint policy, the boys ye sind will niver forgit home as we can keep thim workin' on your own orders.

"Let the Canajins," he sez, "keep their hands on the ploughs we supply, an' all will be well for us. Remimber what the poet sez," sez he, "If I make the ploughs, I care not who uses them." Let our Canajin frinds till their soil, so long as we can keep on emptin' their till," sez he. "Let thim keep on," sez he, on their—"Tis more blissid to give than to resave policy," an' we can stand the resavin', sez he. Let us encourage thim to be chewers of wood an' dhrinkers of wather, an' let us continue to give thim the right hand of frindship so long as they let us have the lift wan in their pocket. Wid a policy such as we have wid thim now we'll keep on expoortin' thim from our farms an' mills an' fathries, an' in return we only have to take their dollars an' their young men, an' what more do we want?" sez he, "what more need we do until they kick?" sez he, "an I say to ye, fellow citizens, lave what's well for us alone, an' wait till the fellow we are robbin' gets on to it an' kicks, an' if he thrates us to our own midicine then 'twill be time to offer better terms."

"Thin why don't we kick," asked Grogan, as the old man ceased.

"Sorrow a wan of me knows," answered Mr. Hooley, as he wiped his brow after his oratorical effort. "They say 'tis the farmers that lads like him I've been tellin' ye of do be persuadin' that 'tis best for thim to have it so, an' they say, too, that the Goovirmint here think the farmers don't want to kick, but faith, Grogan, they'll find themselves mistaken wan of these days, for what wid seein' their boys havin' to go over the border for work an' wan thing an' another the farmers an' iv'rywan else do be wakin' up, an' learnin' what we learnt in ould Ireland, avick, that farmin' alone will make no land rich, that we need the lads to ate an' buy as well as the wans to plough an' grow. We need the mills an' foundries an' workshops that kape our sons at home to buy what grows on our farms, for if 'tis the

man that drives the plough that makes the whate grow, faith, 'tis the man that makes the plough that ates it, and it pays better to have the lads alongside of ye to buy what ye have to sell, than to be payin' freight to the ind of the world, an' we know too, Grogan, that here in Canada we could feed millions more at good profits, an' shtill have lashins' to ship away. Faith! if they had workin' men alongside of thim in Ireland to ate all the praties they can grow there, it's rich they'd be, an' so would we be here too, Grogan, if we would hould up our own heads, build up our own fince an' keep our boys at home by givin' them work to do makin' our own ploughs an' binders and machines an' iv'rything we need instid of sendin' first our work away over the bordher an' thin havin' to sind our money an' our boys after it, an' we will niver see boys or dollars back agin till we change the tune. Whin the farmers get to know it, they'll kick tho', Grogan, an' they'll hear the kick in Ottawa, for they have their ears to the ground there."

"Mebbe thim farmers are free thraders", said Grogan.

"Well, replied Mr. Hooley, "p'raps they are, but I wud like to meet wan of thim an' ask him—What that manes, wid a man that wont thrade back, or shwap fair, who keeps his fince so high that we can't reach over, while our fince is small an' mane wid a bar down almost all the way round. I'd say to him—"Are ye willin' your neighbor should be dhrivin' his cattle through the low bar to feed on your grass an' hay for nothin' an' chargin' you iv'ry-time a hin hopped over his fince, or an egg rolled under it." I'd say, "'Tis foorce of circumstances that makes fair thrade or free thrade right," an' "Give an' take" would be both free and fair, but all "give" is nayther the wan nor the other. Ah! Grogan, 'tis like atin' onions. If the lad ye have to lie down by is atin' thim, ye must do the same or be smothered, an' if the free thrade farmer couldn't see that, what could he see? Well, well, they call any wan that's aisy—"a farmer" in the United Shtates. They must have been thinkin' of the free thradin' wans whin they invinted the word."

"What would ye do?", queried Grogan "What I'm goin' to do now" said Mr. Hooley,

"SHUT UP THE BAR."

"Not on yer loife", yelled the little man, "till I have back me dollar" "Well, here 'tis me son", said Mr. Hooley, "faith! if the Goovirmint an' the people were as bright as you an' kicked as hard, we'd have had our money an' our boys too back long ago, an' a fince up that would keep all tight and prosperous."

DOES THIS APPLY TO YOU?

I believe the people of Canada have not done their duty by the private purchase of the Canadian manufactured articles. It is a misfortune that we should still hang on to the old idea that a thing must be better if we will only bring it from a distance. I know how prone people in Canada are to buy foreign goods, not because they are any better, but because that seems to be the right thing—to buy goods that are imported.

Our Gracious Sovereign, on the occasion of the coronation, has expressed the opinion that the people of England should honor the coronation by dressing in the products of English mills and English factories. Let us take that hint to heart. No matter what governments may be, they are sometimes better, sometimes worse, let us show that we are loyal citizens, loyal to the factories of the country by purchasing Canadian goods in this coronation year, and that we are voicing the feeling of every loyal and patriotic Canadian.—Hon. W. S. Fielding at the Manufacturers' Banquet.

DOES THIS APPLY TO YOU?

Manufacturers are wont to declare that consumers do not show the interest that they should in Canadian manufactured goods, and prefer to purchase foreign produce. We now ask, are those manufacturers themselves doing justice to their brother manufacturers who may happen to manufacture articles that they require, as raw materials? We will illustrate this with a few striking examples.

1. **RE PAPER**—The Canadian Manufacturers' Association, organized for the purpose of promoting the interest of the industries of Canada, should certainly patronize in every particular our home factory. The Secretary pleads guilty, however, to using United States paper for the work of the Association. His attention has been drawn to it, and needless to say the change to the Canadian article will be made as soon as possible. Are there any manufacturers who have thought of this? If not, let them investigate and find whether in this item they are patronizing home industry as well as they might.

2. **RE VARNISHES AND COLORS**.—We have heard manufacturers of varnishes and colors who sell to other manufacturers of carriages and pianos, and such goods, complain that they cannot obtain a fair trial for their goods on account of the prejudice in favor of the imported article. Does this apply to you?

3. **RE BOOTS AND SHOES**.—The boot and shoe manufacturers state that the Canadian public tend to give a preference to the so called American shoes, and will refuse to purchase those made in Canada by Canadian labor. Their complaint is a just one, but we are told by the manufacturers of lasts that those same boot and shoe manufacturers do not patronize home manufacturers of lasts to anything like a fair extent. Is this just to Canadian industry?

RE WOODEN WARE.—The manufacturers of wooden ware have pointed out to us that pork packers, and others, who are using large quantities of wooden ware, are importing great quantities of such goods from the United States, when as a matter of fact, superior goods in the same line are being offered for sale in Canada.

RE SEALING WAX.—A manufacturer of sealing wax who has endeavored to find a

market for his product in Canada informs us that the institutions who are using this article are so prejudiced in favor of the imported, that they will not give a trial to the output, and when they do they simply state that they have found it inferior. He illustrates how far this has been carried by an instance where he asked for some of the wax which they were using in order to experiment with it. He took it home, melted it, cast it in his own mould, and brought it back to the customer as his own product. He was told that it was quite inferior to the imported article.

RE RAILWAYS.—The same principle that applies to the patronage of home industries should apply to the patronage of Canadian railways, and we are told that large shippers, members of this Association, do continue to give their freight to United States roads, even when they are securing no advantage in rates, and no concession of value. Is this fair to the Canadian institutions, and should not Canadian railways be entitled to the same consideration that Canadian manufacturers expect?

In short all members of the Association should be ready to act together as a unit with a view to giving a preference at all times to Canadian goods, and if the 900 members of the Association adopt this policy, its further adoption by their employees will be only a matter of time, and an important influence for the good of Canadian industry will have been set at work.

AUSTRALIAN TRADE PAPERS.

The Association is in receipt of a set of sample copies of Australasian Trade papers published in Sydney, and Melbourne, by Morgan Bros., a well known firm of great experience in trade publications in Great Britain. The Journals sent to the Association comprise the regular publications issued for the Australasian trade, and are as follows:—"Chemist & Druggist of Australasia"; "The Australasian Grocer"; "The Draper of Australasia"; "The Ironmonger"; "The Chemist & Druggist"; "Australasian Hardware and Machinery."

If any of our members desire to read these particular trades in Australia, and wish to consult these Journals, they might do so at the office of the Association.

NEW MEMBERS FOR THE MONTH.

American Silk Waist Mfg. Co., Montreal. Manufacturers of silk waists and dress skirts.
Babcock & Wilcox, Limited, Montreal. Manufacturers of boilers and steam accessories.

Beauchemin & Fils, C. O., Montreal. Printers and book binders

Belanger, A., Montmagny, Que. Manufacturers of stoves and agricultural implements.

Braime & Co., Limited, T. E., Toronto. Manufacturers of shirts, overalls, pants and suspenders.

Excelsior Fur Dressing and Dye Works Montreal. Dressing and dyeing furs.

Freeman Co., Limited, The W. A., Hamilton. Manufacturers of fertilizers, tallows and animal oils.

Gall-Schneider Oil Co., Limited, Montreal. Manufacturers of petroleum products.

Gazette Printing Co., Montreal. All classes of printed matter and bookbinding, electrotyping, etc. Publishers of the *Gazette*.

Gilmour & Company, Limited, Trenton, Ont. Manufacturers of lumber, sash, doors, blinds, veneered doors, boxes, planed lumber of all kinds, egg fillers and cases, etc.

Golberg & Co., Jos., Montreal. Manufacturers of woven wire and iron springs, spring beds, iron cribs, turtle stoves.

Harrower Company, The G. H., Montreal. Manufacturers of shirts, ladies' blouses, wrappers, boys' wash suits.

Imperial Cloak Co., Montreal. Manufacturers of waists, cloaks, ladies' suits, undershirts.

Imperial Cotton Co., The, Montreal. Manufacturers of cotton, duck, sail cloth, canvas and twines.

Kennedy & Sons, The Wm. Limited, Owen Sound, Ontario. Hydraulic and mechanical engineers, water power plants, wheels, etc.

Montreal Waterproof Clothing Co., The, Montreal. Manufacturers of waterproof and rainproof clothing.

Moulton & Co., Montreal. Manufacturers of cords, braids, buttons, fringes and tassels.

Mussen, W. H. C. & Co., Montreal. Manufacturers of railway, mining and contractors' supplies.

New York Silk Waist Manufacturing Co., The, Montreal. Manufacturers of ladies' waists.

Parker, Moses, Estate, Montreal. Manufacturers of general iron castings.

Ridout, George & Co., Toronto. Dyeing and finishing velveteens.

Savage & Son, Alfred, Montreal. Manufacturers of soap and oils.

Stewart, Howe & May Co., The, Toronto. Manufacturers of velveteen and velveteen skirt bindings.

Standard Umbrella Manufacturing Co., Montreal. Manufacturers of umbrellas, parasols and sunshades.

Strachan Co., The W., Montreal. Manufacturers of soaps and oils.

Executive Council, Third Meeting

Once more President Robert Munro was on hand for the meeting of the Executive Council in Toronto on the 16th ult. This is his last meeting before leaving for a trip to the West Indies, and he was given an enthusiastic reception by the members present.

The other members present at the meeting were Messrs. P. W. Ellis, Geo. Booth, J. O. Thorn, W. K. McNaught, T. L. Moffatt, jr., Arnold W. Thomas, John M. Taylor, Cyrus A. Birge, W. W. Cox, Thos. Roden, R. Millichamp, W. K. George, R. J. Christie, Frederic Nicholls and Jas. P. Murray.

Very many items were on the agenda paper for the day and the committee was kept working hard.

Under the head of communications received there were the following:

1. A number of letters from members of the Council who were unable to be present.
2. A letter from the Premier approving entirely of the suggestion of the Association to invite the Premiers of Australia and New Zealand to return from the coronation ceremonies via Canada, and promising to extend the invitation to them at once.
3. Announcement from the Winnipeg Industrial Exhibition Association that their nomination for Mr. E. L. Drewry on their Exhibition Association had been accepted.
4. A letter from Mr. W. D. Scott, Commissioner at the Glasgow Exhibition, asking the co-operation of the Association in securing exhibits for the various exhibitions at which the Canadian Government was taking part this year in Great Britain. These are to be held at the Royal Exchange, in London, at Wolverhampton and Cork.

The Secretary was instructed to write asking on what lines the co-operation of the Association would be most useful; also to insert the letter in *INDUSTRIAL CANADA* for the information of the members.

It was resolved in this connection to refer all matters with reference to other exhibitions than that of the Toronto Industrial to the special committee that has been appointed to consider the feasibility of a Canadian exhibition.

In the same connection it was decided to reply to a letter from the Mechanical Supply Co., of Quebec, which pointed to the proposed exhibit of United States products in the Crystal Palace, London, showing how impossible it would be to make a representative showing against this large exhibition on such short notice.

5. Letters and telegrams were received from the following with reference to the next place of annual meeting:—Arthur M. Crofton, Secretary Sydney Board of Trade, for Sydney, C.B., and from the Dominion Iron & Steel Co.; C. M. Creed, Secretary of the

Board of Trade, Halifax, N.S.; C. J. Osman, New Brunswick Vice-President of the Association, J. W. Daniel, Mayor of St. John, N.B., W. M. Jarvis, President St. John Board of Trade, and Chas. McDonald, Managing Director The St. John Iron Works, for St. John, N.B.

The tenor of these letters is noted in another column. They contain invitations from Sydney, Halifax, St. John and Winnipeg, asking to be selected as the next place of meeting for the annual convention of the Association.

6. Circular letter from the Halifax Board of Trade containing a resolution with reference to the management of the Inter-colonial Railway. This was handed over to the Railway and Transportation Committee for report at the next meeting.

7. A letter from the Secretary of the London Chamber of Commerce, reporting progress in connection with matters before the last Congress of the Chamber of Commerce and asking for the views of the Association. This was referred to the Parliamentary Committee for report at next meeting.

The Treasurer's report was presented by Mr. Geo. Booth, who moved its adoption, seconded by Mr. J. O. Thorn. Carried.

The Finance report was introduced by Mr. P. W. Ellis, chairman, who moved its adoption, seconded by Mr. J. M. Taylor.

The report recommended for payment the accounts required for running expenses during the past month, and secondly reported arrangements for the visit of the Association's representatives to the West Indies.

3. The turning over of a large portion of the work of the Treasurer in order that it might be done in the head office of the Association.

4. The securing of offices for the Montreal Branch in Montreal, and finally the announcement of the resignation of Mr. E. M. Wilcox, and the appointment of Mr. R. J. Younge.

The motion to adopt the report was carried.

The report of the Reception and Membership Committee was submitted by Mr. Jas. P. Murray, chairman, and contained the announcement of a lecture by Mr. Henty Souther, of Hartford, Conn., on the subject of "Power and Its Economical Transmission"; also a report of the first monthly dinner and debate, and the announcement of arrangements for the next one in Hamilton, where Dr. Montague would introduce the subject of Canada's trade opportunities in Australia.

The report also outlined arrangements for a monthly dinner in Montreal and one in Brantford.

Finally, the committee reported with reference to the question of membership, recommending that any second representa-

tive of a manufacturing firm desiring membership in the Association should be required to pay a fee of \$10 per annum, and that the payment of such fee should entitle him to the full privileges of membership, including the right to vote.

The committee reported also that they could not recommend yet the place for holding the next annual meeting of the Association, and asked that this be left in their hands to report at the February meeting; also recommended twenty-two applications for membership for acceptance.

The adoption of the report was moved by Mr. J. P. Murray, seconded by Mr. George Booth. Carried.

The report of the Committee on Commercial Intelligence was presented by the secretary in the absence of the chairman.

CANADIAN FOREIGN AGENTS.

This report asked authority to interview the Premier and Ministers, at Ottawa, in order to secure an improvement in the Canadian Foreign Agency system on the basis outlined at the annual meeting, especially emphasizing the need of appointing a special trade commissioner to Great Britain, and the recall of Mr. Larke from Australia in order that he might post himself on Canadian affairs. He also recommended that the campaign with reference to the use of the term "American" be continued, and that a letter be sent to the Minister of Education in each of the provinces asking that steps be taken to impress this point on the school children through their text books.

The adoption of the report was moved by Mr. Murray, seconded by Mr. Thorn.

An amendment was moved by Mr. Cox, seconded by Mr. Christie, that the report be adopted with the exception of the part relating to the use of the term "American," and that this section of the report be referred back to the committee for further consideration. The amendment carried.

RAILWAY AND TRANSPORTATION.

In the absence of the chairman, the secretary presented the report of the Railway and Transportation Committee, covering the following matters:

1. Schedule of rates on the White Pass and Yukon Railway.
2. A presentation of the arguments why the Government should assist a direct line of steamships from Eastern Canada to South Africa, and Australia.
3. The securing, through the Department of Agriculture, of permission to carry Canadian freight to South Africa, in the vessels chartered for carrying war supplies.

4. The continuation of arrangements for securing shipping representatives at New York.

The adoption of the report was moved by Mr. Booth, seconded by Mr. George. Carried.

It was moved by Mr. Thorn, seconded by Mr. Birge, that the thanks of the association be tendered to the Minister of Agriculture for his prompt action in securing the free privileges of boats sailing for South Africa. Carried.

PARLIAMENTARY MATTERS.

The report of the Parliamentary Committee, presented by the chairman, included a report re Insolvency Legislation, Extra Provincial Company Legislation, Trade Mark and Design Act, Patent Act, and the measures for incorporation of the Association. The chairman moved the adoption of the report, asking that the section with reference to the incorporation be referred back to the committee for further connection. Seconded by Mr. P. W. Ellis. Carried.

TORONTO BRANCH.

The report of the Toronto branch was presented by Mr. J. O. Thorn, outlining work with reference to exemption of machinery for manufacturers, the appointment of a representative for the Toronto Technical School, the agitation for an effort to secure action by the City Council in the direction of beautifying the city, the result of the Association's work in securing the passage of the Exhibition By-law, and other matters. Mr. Thorn moved, seconded by Mr. Roden, that the report be received. Carried.

The report of the Montreal branch outlined the arrangements for securing reports of legislation introduced in the province of Quebec; also, the measures being taken to deal with the question of local machinery taxation, and the acceptance of applications of new members.

The adoption of the report was moved by Mr. George Booth, seconded by Mr. McNaught. Carried.

The report of the Tariff Committee was presented by the chairman, who announced that the result of the work done by the Tariff Committee would be presented to the Government by representatives of the Association, the following week.

On the motion of Messrs. McNaught and Christie, the report was carried.

EXHIBITION COMMITTEE.

The report of the Industrial Exhibition Association Committee recommended the nomination of Mr. W. K. George, as the representative of the Association in the place of Mr. R. L. Torrance.

It also recommended that the secretary be instructed to correspond with the Toronto City Council and the Toronto Industrial Exhibition pointing out that it

was not the desire of the Manufacturers' Association to hold a Dominion Exhibition this year, as the time for preparation was too short. On the motion of Messrs. McNaught and Thorn the report was adopted.

The secretary's report outlined the work of the office in connection with answering foreign trade enquiries; also the result of his visit to Ottawa in connection with tariff matters, and made a plea for the active support of all members of the Executive Council in connection with the tariff recommendations of the Association.

NEW BUSINESS.

Mr. McNaught gave notice that at the next meeting of the Executive Council, he would move that action be taken by the Association to press upon the Government the necessity of having the industrial centres of Canada as well represented in Parliament as the agricultural districts.

IMMIGRATION COMMITTEE.

Mr. Murray moved the following resolution, and read an article in its support:

Whereas, the Dominion of Canada possesses the elements of great national expansion and prosperity in her broad areas of fertile soil, her splendid system of land and water communication, her invaluable resources in fishing, timber and minerals, her abundant and unequalled water courses fitted for the production of illimitable motive and manufacturing power, her varied and well established manufacturing industries, her greater contiguity to Asia and Europe, as compared with her chief competitor, the United States, her excellent climate, her free institutions, and her orderly system of government.

Whereas, the results of past efforts to direct the flow of emigration from Great Britain into Canada have not been as satisfactory as the conditions warrant, and the opportunities for mutual trade have not been adequately availed of.

Therefore, resolved, that the principal Boards of Trade of Canada be memorialized by the Canadian Manufacturers' Association to join with it in sending a representation to visit the leading commercial centres of Great Britain and Ireland, to meet with Boards of Trade and Chambers of Commerce and other commercial bodies, and by conference, addresses, newspaper interviews and otherwise, to place before the people of Great Britain the great benefits that would result to British and Imperial interests by a systematic mutual co-operation in promoting emigration and trade with Canada in preference to foreign and possibly hostile countries. Mr. Birge seconded Mr. Murray's resolution.

Moved in amendment by Mr. McNaught, seconded by Mr. Christie, that

owing to the importance of the subject Mr. Murray's resolution be printed in full in "Industrial Canada," and also his article in support of the resolution, and that the matter come up for full discussion at next meeting of the Executive Council. Amendment carried.

Moved by Mr. Thorn, seconded by Mr. Cox, that the Association express, through "Industrial Canada," its gratitude to the section of the Canadian press that had taken up vigorously the question of the Canadian people patronizing home industries. Carried.

The meeting then adjourned.

THE BRANTFORD BOARD OF TRADE TARIFF RESOLUTION.

The Association is in receipt of the following letter from the Brantford Board of Trade:

"Brantford, Ontario,

January 23, 1902.

"To the Secretary Board of Trade.

"DEAR SIR,— By direction of the Board we beg to hand you a copy of a resolution adopted at a meeting of the Brantford Board of Trade on the 13th inst.

"That, in view of the present conditions of trade and the expansion of Canadian industries, it is highly desirable that the Government revise the present tariff with a view to the preservation of our markets against unfair competition, thus assisting to maintain and increase our present industries and to establish new ones. And

That a copy of this resolution be forwarded to the Premier of the Dominion of Canada, to the Hon. the Minister of Finance, to the Hon. the Minister of Customs, and to Mr. C. B. Heyd, M.P."

Yours truly,

J. S. HAMILTON, Prest
GEO. HATELEY, Secy.

This resolution is being forwarded to the leading Boards of Trade in Canada with the request that the matter be considered by them. There can be no doubt that the lead thus taken by the Brantford Board will have an important influence in determining the attitude of the different Boards of Trade in Canada on the tariff question, and the Brantford Board should be supported in their plain spoken resolution on this subject.

At the annual banquet of the Board of Trade on the 28th ult., a further discussion along the lines of this resolution took place, and any reference to strengthen the policy of Canada for Canadians was received with hearty applause by the members present. The banquet was in every way a success. The speaker of the evening, Dr. Parkin, Principal of Upper Canada College, making an exceptionally brilliant address.

Mr. Mores of the Grand Trunk Railway, also made an important announcement in the fact that before long Brantford would be placed on the main line of the Grand Trunk Railway.

TO INTEREST BRITAIN IN CANADA

By James P. Murray, Chairman Reception and Membership Committee.

AT the last meeting of the Executive Council, Mr. Murray's resolution, advocating the co-operation of the Government and Canadian Boards of Trade with the Association in securing increased advantages for Canada from the Motherland, was supported by the following arguments, which are eminently important and worthy of special consideration :

Permit me to put before you in a few words the thoughts which suggested this motion, of which notice was given at the last meeting of the Executive Council.

We have all been hoping that Canada was filling up with population. Somebody wrote, "If we hope for that we see not, then do we with patience wait for it" We have waited, and our faith has been severely shaken. We have been taught that "Faith without good works is dead," it certainly is a lesson we should take seriously to heart, and now get to work to prove our faith in our country.

There has been very ably set forth in the "Survey of Canadian Industries," prepared for the visiting press accompanying the Prince and Princess of Wales, the necessity for capital and population. So far we have been making unsuccessful efforts to bring to Canada either one or the other.

Figures have recently been given to show that out of people leaving Great Britain last year, only 19,000 came to Canada, 15,000 went to Australia, 27,000 to South Africa, and over 100,000 to the United States.

A MATTER FOR THE ASSOCIATION

It may be argued that it is not within the objects of the Association to consider such a matter as immigration, that it is not one of the questions that should take up the time or efforts of manufacturers ; that it is encroaching on the rights of the Government, who have already given a great deal of thought and spent a lot of money in this matter.

But why should we not as manufacturers put forward efforts to increase our markets in our own land, why should we not spend money to do that, as well as to spend money and effort to get a market in a foreign country ?

The resolution offered may not indicate the best way to bring about the desired result, but it at least has the merit of suggesting a plan, and if it will bring out other thoughts which may be considered better, then it will have gratified its proposer.

IMPORTANCE OF THE HOME MARKET

The most profitable market for a manufacturer is his home market. His efforts

may soon give him the poor satisfaction of knowing that he has all the best of it, but his own efforts, no matter how forceful they may be, cannot make that market larger than it is. To make the home market larger depends entirely on the increase in population, and in this an effort should be made by the Association to bring about better results than have been accomplished by our Governments.

PROPER WAY TO ADVERTISE CANADA

In proposing that the Boards of Trade be asked to join the Association in sending representatives to Great Britain, the idea was that more attention would be given to representatives of such commercial bodies than to Government immigration agents, who are generally appointed on account of party services, rather than for their ability to induce settlers to come to Canada. In support of this, the last census returns afford sufficient proof. The British Columbia representatives could best lay the advantages of that Province before the people of Great Britain. Its mining, lumbering and fishing interests would be spoken of by responsible authorities rather than by the paper companies and short lived corporations, who have done so much injury to confidence in that Province. They could attest to the mildness of its climate, which is similar to that of the Jersey Islands, and free from the severe frosts which we are informed have so frequently visited the old country nearly every winter for some years.

Manitoba could do duty for itself and the North West Territories. The valuable cattle raising districts of Alberta, and the enormous tract of grain raising lands of the four districts Alberta, Saskatchewan, Assiniboia and Manitoba, over 200 million acres, most of which requires no forest clearing. In this district *bona fide* settlers are given 160 acres free, and though in the eastern parts the winters are cold, the clear climate is preferable to the chilly, foggy weather of more supposedly temperate regions. That tobacco is grown profitably in the open air in Saskatchewan is strong evidence of a satisfactory temperature in that northern section. The magnificent wheat crops of Manitoba speak for that province better than any language can do.

Ontario, with its illimitable pulp-wood forests, great mineral deposits, water powers, its fruit regions, second to none in the world, in which peaches and grapes are grown in the open air in such abundance that frequently much of the crop cannot be gathered, also offers farms free to *bona fide* settlers.

Quebec also blessed with pulp wa-
enough for the world's demands—water

powers and minerals, is almost another Ontario.

New Brunswick and Nova Scotia offer similar advantages, and being on the Atlantic with magnificent sea-fishing, from which millions of dollars' worth are shipped annually over the world. Prince Edward Island has its great apple orchards and its fisheries.

Manufacturing can be extensively developed in every province. If nothing but the production of cheese and butter were developed to the capacity of each Province, a very large addition to the population would be required.

NEED OF MANUFACTURING

Surplus population of any country emigrates to other fields because of want of employment in its own country. In England, it is stated that over a million people from the smaller towns are in London in search of work. The population of Ireland has decreased one half in twenty years, and have sought domicile in lands where work is to be had. We must shamefully admit that from our own Canada too many of our best young men have gone to the United States. It will not be argued that they would have gone had they had work at home. Manufacturing cannot be carried on without capital, and when capital enters into manufacturing it brings population. It was British capital that built up the United States, backed with the opportunities of the country and progressive energy of the people. We have better opportunities and conditions in Canada, and we have the energy. We want the capital.

Permit an example of what manufacturing will do. Thirty years ago Germany had 80 per cent. of her population agricultural with 30 million inhabitants. She established and developed manufacturing, and to-day with the population about doubled, the agricultural population is only 32 per cent., and her manufacturing nearly 40 per cent.

Here, in Toronto, the factories employ say 50,000 hands, which represents half or over of the city's population depending on her manufacturing interests.

FINANCING THE SCHEME

The question will naturally arise how should the proposed deputation to the Old country be financed. To do it well and properly, a fund of not less than \$50,000 should be provided. As each Province, through its representative Board of Trade, would have the benefit of the best advertisement it ever had, it is not too much to expect that a minimum contribution of not less than \$5,000 would be granted. The Dominion Government would not be over-generous if it paid the whole cost, as a

grant of \$20,000 would receive the support of both sides of the house.

Such a visit to the leading centres of the old country would do more to educate not only the people of Great Britain and Ireland to the great country we have in Canada, but all Europe would learn, and Canada would be greatly benefited.

DO WE WANT MORE INDUSTRIES

The question has been asked, "Are we prepared to have started in Canada industries which may come into direct competition with similar ones already established?" This should not deter us from taking action. At present, foreign buyers do not come to purchase in Canada, because we have not been known as a manufacturing people. Buyers visit the largest centres of production. We know that Great Britain, Birmingham and Sheffield are known the world over for metal goods; Yorkshire for woollens; Manchester and Croyden for cottons; Glasgow and Belfast for linens and steamships; Germany for chemicals; France for silks and gloves; Bavaria for glass, and the list can be extended if need be.

In Canada we have extensive furniture, piano and other wood-working factories. We hope soon to have extensive factories for metal wares. We should build all our railway engines and steamships in Canada.

We cannot hope to have made much of a standing in foreign markets until we are able to supply in a greater way our own requirements. To do this properly we must manufacture much more largely, and we are not warranted doing so unless we have a larger home market. Until we have arrived at that stage we cannot hope to export successfully, and that time may be delayed until we manufacture all that goes into a completed article. It must not be forgotten when considering export, even now, that if it is necessary to import some or all of the items entering into the manufacture of an article, and on which a duty has been collected, a draw-back of 99 per cent. of the duty paid is returned when the article is exported.

If our importations of last year had been made in Canada we would have employed in round numbers 150,000 factory hands, who would have earned about sixty-five million dollars in wages. They and their families and necessary traders, professions, etc., such as doctors, clergymen, teachers, carters, storekeepers, etc., etc., would make up about three cities as large as Toronto.

Estimating on these figures, a reasonable increase in the value of our exports would be 40 million dollars of manufactures.

With thousands of horse-power now running to waste in our streams, and which can be harnessed at small cost, giving cheaper power than can be had in any other country, raw material of nearly every kind at hand, and a free port of entry for most kinds which may have to be imported, a cheap

country to live in, education at minimum cost through the Public and High Schools, colleges of agriculture, trade, scientific and fine arts, and universities, given capital and population, Canada should supply the food of the world and be its workshop.

Such a deputation visiting Great Britain and Ireland would stir the people out of the apparent apathy that seems to have settled on them concerning the value of Canada as a manufacturing aid to the Empire. It would stir our own people to greater and broader efforts.

When an individual industry wants capital or labor it advertises for it. It does not

send out those who have not been of much use to interview the capitalists, not by any means, it sends out its shrewdest and best men. It advertises in the largest circulated papers and in large type.

Canada wants capital and population. Let us send our best men to those who have the capital and tell them of our good investments. Let them go to the crowded centres abroad and tell the people what we have to give. Let the capitalist and the emigrant come over on the same boat, and we will soon remedy the evil we have so long been suffering from—want of capital and population.

JAS. P. MURRAY.

REPORT OF THE TORONTO BRANCH

On the evening of January 27th, a conference was held between members of the Executive Committee and representatives from the Architectural Eighteen Club, regarding plans for civic improvement. Some fourteen different suggestions were made and it was decided to ask the Eighteen Club to draw up a large general scheme embracing all of these, which might be placed before the public, and steps taken to carry it into effect.

Subsequent to this conference, a regular meeting of the committee was held. Mr. J. O. Thorn in the chair. Others present were Messrs. P. W. Ellis, D. Taylor McIntosh, W. P. Gundy, Thos. Roden, J. P. Murray and T. A. Russell.

With regard to obtaining exemption from taxation on machinery used in factories, it was pointed out in a letter from Mr. J. O. Thorn that the proposed action of the mayor to ask the Provincial legislature for special legislation applying to Toronto, was unwise, and at his suggestion it was decided that a letter should be addressed to the Mayor and to the city council, asking them to request other cities in the Province to co-operate with Toronto in applying to the Legislature for general exemption throughout the Province.

It was complained that the temporary improvements promised by the Hon. Wm. Mulock in the West End Postal Service has not yet been carried out, and it was decided to ask Mr. Arch. Campbell, representative for West York, to use his influence in having them made as soon as possible.

Concerning the proposal of the City Council to obtain cheap electric power from Niagara, the committee placed itself on record as expressing their approval of the action of the City Council to secure authority to obtain cheap electric power and would be glad to receive information as to the best, cheapest and most practical plan for transmitting such power from Niagara or elsewhere.

The work of the Technical School was also discussed, and considerable interest was shown. The hope was expressed that the committee should keep closely in touch with the Technical School Board, and to this end it was decided to request the four representatives of the Association to appoint a chairman from among themselves for the purpose of making reports to the Committee at regular intervals.

Mr. J. P. Murray called attention to the injustice done Toronto by the C.P.R. and G.T.R. through not paying sufficient attention to this city as compared with other cities in their numerous advertising publications. The secretary was instructed to address letters to the railway companies and to the city council with a view to having steps taken to remedy this matter.

Mr. R. J. Younge was appointed secretary of the Toronto branch in the place of Mr. E. M. Wilcox, who is about to sever his connection with the Association.

Regret was expressed at the departure of Mr. Wilcox and a resolution expressing this, and congratulating him upon his new appointment was carried unanimously and recorded in the minutes.

REPORT OF THE MONTREAL BRANCH

The regular monthly meeting of the Montreal Executive was held in the office of the Association, Temple Building, on January 9th. Hon. Mr. Rolland was in the chair, and the following were present: Messrs. Wm. McMaster, James Davidson, Geo. Esplin, J. Baillie and W. S. McMurtry.

A communication was read from Mr. Robt. Munro in regard to the employment of solicitors to watch Quebec legislation for any-

thing that might be antagonistic to the manufacturing interests of the Province. It was decided to accept the offer of Foster, Martin & Archibald to fulfil this duty.

The chairman announced that the February dinner of the Canadian Manufacturers' Association would be held in Montreal, and asked the executive to make the necessary arrangements. Several members expressed satisfaction at the news and a dinner committee

was appointed to consist of Messrs. J. J. McGill, Hon. J. D. Rolland and the secretary.

MACHINERY TAX.

The machinery tax has long been a vexed subject in Montreal, and the Manufacturers' Association has decided to make a final effort to have this piece of class legislation repealed in its entirety. Mr. McMaster proposed that the executive pass a strong resolution against the tax and lay it before the candidates for municipal honors, with the request that they define their positions on the matter. The meeting concurred, and following resolution was passed unanimously :

RESOLVED, "That the various candidates for municipal honors be requested to define their position in the matter of abrogating the machinery tax, which, in the opinion of this Association, is detrimental to the interests, not only of the manufacturers, but also of Montreal as a manufacturing city, inasmuch as it is driving important industries from the city and building up suburban districts at Montreal's expense."

Mr. G. Esplin thought that a committee should be authorized to wait upon the assessors to have the existing law interpreted and to come to an understanding as to what is liable to taxation. A committee of Messrs. Matthews, McMurtry, and Esplin was appointed for the purpose. It has since been decided that this committee will defer action till after the attempt is made to have the tax entirely swept away.

Since the Montreal manufacturers ever had an Association, the office of the Montreal Rolling Mills, in the Temple Building, has been kindly loaned for the use of executive meetings. The January meeting was the first held in the Association's own room, so advantage was taken of the opportunity to pass a resolution of thanks to Mr. Wm. McMaster and his company for the many instances of hospitality that had been tendered to the Association.

The accounts were passed as were also seventeen applications for membership.

The idea of establishing an initiation fee was mooted, but it was decided to make no recommendation at present.

OFFICE OF THE ASSOCIATION.

During the past month changes have taken place in the office staff of the Association. Mr. E. M. Wilcox resigned his position to accept a responsible situation in the R. Simpson Co., the large departmental store in Toronto, and the West Indies trip was taken by Mr. J. F. M. Stewart, the vacancy resulting on the staff of INDUSTRIAL CANADA being filled by Mr. R. J. Younge.

Mr. E. H. Cooper has also finally got under way as Secretary of the Montreal Branch. The Association should be able to look forward to excellent work from these three officers.

The Intercolonial Railway.

A Radical Change Suggested

Amid the clamor for Government ownership and against the rule of the Corporations, a different note is sounded from the Maritime Provinces. It comes in the form of a Resolution from the Halifax Board of Trade, asking other Commercial Boards throughout the Dominion to unite in a memorial to the Federal Government, favoring the transfer of the management of the Intercolonial Railway to the Canadian Pacific Railway Co. This action on the part of the Halifax Board is very significant, not only as affecting the ownership of the Railroad, but as an evidence that the business men of the Dominion are demanding proper accommodation for themselves, and increased facilities for the development of the country, even at the cost of Government ownership.

The Resolution is as follows :

RESOLUTION, RE I.C.R. AND C.P.R.

WHEREAS, the running of the Intercolonial Railway under government management has resulted in a long series of annual deficits, aggregating many millions of dollars, which in one form or another constitutes a part of our interest bearing public debt ;

And Whereas, there is no evidence in sight that these annual deficits will cease ;

And Whereas, the Intercolonial with its western connections seems more hopelessly incapable of providing for the inter-provincial trade between Ontario and the Maritime Provinces than at any time in the past history of this institution ;

And Whereas, there is no prospect of promoting trade with the Mother or foreign countries through the maritime ports of Quebec, St. John, Halifax and Sydney, through this medium of transportation so long as existing conditions continue ;

And Whereas, the interests of the Grand Trunk Railway seem centered on a greater development of Canadian trade through Portland than at any former time in the history of that port, leaving nothing for the Maritime Provinces to expect of them in the development of its trade ;

And Whereas, the appointment of a commission by the Federal Government to take over the management of the Intercolonial would not in the opinion of the Board meet the requirements and overcome the difficulties standing in the way of creating an export and import trade through the maritime ports above mentioned commensurate with the possibilities of such trade ;

And Whereas, the management of the Canadian Pacific Railway has demonstrated it to be among the best managed roads on this continent ;

And Whereas, it is the opinion of this Board that were the Intercolonial placed under the management of the Canadian

Pacific the revenues would increase, annual deficits cease, and a surplus of earning be returned to the Federal treasury ;

That, there need be no increase in rates ;

That, neither the Grand Trunk nor any other railway need be debarred a right of way over the Intercolonial under the railway act or by special act of parliament ;

That, such management of the Intercolonial by the Canadian Pacific would be likely to foster local and inter-provincial trade and industries along its entire line, encourage export and import traffic at Quebec, St. John, Halifax and Sydney, secure to this country a fast line and the fast freight service ;

Therefore Resolved, that this Board communicate with the several Boards of Trade throughout the Dominion, and ask if they would unite in a Memorial to the Federal Government, favoring the transfer of the management of the Intercolonial Railway to the Canadian Pacific Railway Co., provided such arrangements could be made with that company, as would, while retaining Government ownership of the road, promote local business, and lead to the extension and development of import and export traffic through the ports of Quebec, St. John, Halifax and Sydney.

The Halifax Board considered three solutions for the difficulty. One proposal was to place the road in the hands of a commission. Another suggestion was the extension of the road west to the Georgian Bay Region, where it would tap the great producing centres of Ontario and the North-West. Passing by these, they recommended the course embodied in the resolution.

There can be no doubt that the Intercolonial has lacked the vigor and enterprise which our country demands to-day, and while the proposal of the Halifax Board may seem a radical one, yet as they explain, radical measures are necessary when the business interests of the Dominion are at stake.

The question has been referred to the Railway and Transportation Committee of the Manufacturers' Association, who we feel sure, will be glad to receive valuable suggestions from any of the members.

SOUTH AFRICAN AGENCY.

Mr. Albert N. Reay, whose advertisement appears in the columns of this issue, is leaving for South Africa on or about March 1st, to push Canadian goods in that market. He has already secured several agencies, but is looking for the agencies of two or three other Canadian manufacturers who want an energetic South African representative.

FOREIGN TRADE NEWS.

TRADE ENQUIRIES.

NOTE.—For further information regarding any enquiry mentioned on this page, apply to the Secretary, at Toronto.

Built up Veneer.—A manufacturing house in England, who have already received some supplies of veneer from Canada, state that they are in a position to handle considerably more. They add that fault has been found with Canadian veneer, as much of it does not stand the necessary test of holding together when soaked in water for 48 hours or more.

Card Index and Letter File System.—A London Agency has an enquiry from a good firm in India for a card index, and also for a good letter and catalogue file system. They have good references, and say that considerable business may be done.

Chair Materials.—A London firm desires addresses of Canadian producers of chair materials who can execute orders.

Commission Agents.—A Montreal gentleman desires appointment as representative abroad for some good Canadian manufacturing house.

A commission firm in Ceará, Brazil, desire to be placed in communication with some good Canadian house wishing to be represented there.

A commission firm in Smyrna, Asia Minor, desire to handle rubber shoes, cottons, shirtings, and woollens, for Canadian houses.

A manufacturer's agent in Birmingham writes that he is open to represent Canadian manufacturers of silver and electro-plated goods, jewelry, fancy goods, hardware, office furniture, novelties and specialties.

A young man with good business connections and ten years' experience in the wholesale grocery and provision trade of Liverpool, writes that he is open for appointments as agent in Liverpool and district for Canadian produce. He supplies good references, and has no doubt as to the success of such an undertaking.

An Austrian commission merchant, at Trieste, is open to assume agencies for Canadian exporters of provisions, fish oils, hemlock, leather, wood pulp, or any other line of manufactured goods.

Cider.—Enquiry has been made for exporters of cider. What is required is sound new stock to be shipped from February to the end of March each season. Casks to contain about 40 gallons each.

Cycle Parts.—A manufacturing house in Birmingham, England, desire to purchase cycle parts, especially sheet steel lugs, hubs, pedals, coaster hubs, saddles, handle bars, cork and other grips.

Furniture.—Enquiry is made by a London firm for Canadian exports of furniture in a knock-down condition, chairs, seats, backs and legs, also broom handles, brush heads, sashes, flooring, boxes, etc.

Glazed Tiles.—The New York export commission agent has enquiry from a Denmark firm for glazed tiles in any one color for covering walls, also the skirtings, mouldings, beadings, &c., for the same.

Grinding Machinery.—Enquiry has been made for the name of a first-class firm of Engineers and Ironfounders in Canada, which would undertake to make a patent grinding machine.

Canned Goods.—A gentleman with good business connections in Scotland, who has been in British Columbia for a few years, is now returning to Glasgow with a view to taking up agencies for Canadian houses. He asks for connections with manufacturers of canned goods or such other products as are handled by the wholesale grocery trade, and a good business acquaintance with Glasgow grocers makes him a most desirable agent.

Canned Goods and Provisions.—A London commission firm, having good references and excellent facilities for introducing imported lines, wish to be placed in communication with any of our members wishing to open up trade with Great Britain in bacon, hams, butter, canned meats, fruits and vegetables, or any other line of provisions.

Hickory handles, and wheels.—A firm of shipping merchants in Bolton, England, desires hickory handles for hammers and axes, also hickory wheels for carriages. These are for export.

Machinery for Canning.—The Australian Commercial Agency in London have enquiries from Queensland, and also from India, for particulars and prices of the latest machinery for making solderless cans for jam, fruit, and pineapples, also for machinery for producing decorated tins for the above. They also have enquiries for machinery for making tins that open with a key.

Oatmeal, &c.—A Liverpool commission merchant wishes to handle Canadian oatmeal, dried peas, beans, and barley.

He is also prepared to accept shipments of manufactured goods, including specialties for grocers, stationers, and hardware merchants. Terms of payment, either cash or commission. Good references.

Ores.—A Rotterdam firm is asking for the names of firms in the Dominion dealing in ores of various kinds.

Paper Pulp.—A London firm writes that they have splendid facilities for introducing Canadian shippers of paper pulp to English buyers.

Perfumes and Toilet Soaps.—A manufacturer of high-class perfumes and toilet soaps asks to be placed in touch with a responsible Canadian firm whose travellers cover the Dominion, and who are prepared to introduce these lines.

Pneumatic Tires.—A commission house in London, England, are prepared to accept shipments of pneumatic tires and rubber goods of Canadian manufacture.

Produce.—A firm in Naples have asked to be placed in touch with Canadian exporters of produce, etc., desiring representation in Italy.

Timber.—A correspondent in the West of England asks to be furnished with particulars of the export timber trade of the Province of British Columbia with a view to opening up business relations.

Tubing, (Brass and Copper).—A Glasgow firm desires to receive from Canadian manufacturers the lowest prices for various sizes of brass and copper tubes. They would be pleased to accept the agency for some good Canadian firm.

Wallpapers.—A commission firm in Brussels, Belgium, enquire for hangings and wallpapers for which they think there might be considerable sale in their country. First-class references.

Whiffletrees.—A New York export agent makes enquiry for common whiffletrees covered with sheep skin, also for wooden stirrups in the rough without covers. These goods are for export, usual cash payments to be made.

Wooden Articles.—A Manchester firm desires Canadian exports in chair seats and squares, maple floor blocks, wheelbarrows, dowels, box shooks, sash mouldings and doors, turned goods, broom handles, and blind rollers.

Wood Flooring.—A manufacturing company in England would like to hear from Canadian manufactures of wood floor-

ing, who are adequately equipped for export trade, and can quote on specifications.

Wood Rims.—A firm of Glasgow ship-owners wish to be referred to manufacturers of wood rims for riddles and sieves.

A LONDON AGENCY.

A Montreal gentleman, who is as present in London, England, where he went in the interests of two or three Canadian manufacturers, states that the prospects are so favorable that he proposes establishing an office there, and remaining for some little time. He would like to secure a few other agencies for Canadian firms who really wish to develop export trade, and are prepared to take up the matter in a practical way. There can be no doubt that the services of a good active man, who is on the spot, and can deal personally with the British buyer, offer a very practical method of developing Canadian trade, and the opportunity here presented may be of interest to some of our readers.

EUROPEAN FUR TRADE.

In connection with the development of the motor car industry in Europe, there has arisen a very increased demand for furs. At present an interesting Motor Car Exhibition is being held in Paris, at which thousands of persons have gathered from various parts of the Continent. The drivers and many of the passengers use short fur jackets as a protection against the cold wind resulting from the high rate of speed at which the cars are propelled. This fact may be interesting to the Canadian trade, and may lead to more extensive exportation.

CANADIAN CANNED GOODS.

The announcement that the Canadian canners intend taking more practical steps than they have adopted in the past to establish their goods in the British markets seems to be responsible for several interesting enquiries received from firms desiring to act as selling agents for Canadian packers. During the past week word has reached us from three British firms, two of whom are doing business in London, and one in Aberdeen, all desiring to represent Canadian firms. An extract from the letter of one of these, who claims a large connection among buyers, and is prepared to furnish high class references, may be of interest. It says: "Several Canadians have tried to do a trade here, but have only met with small success through lack of a reliable and energetic agent. Buyers here are very chary about taking up a new brand or new article, and it is only by dint of perseverance and meeting their views as regards packages, etc., that a trade can be worked up." The enquiry goes into many details connected with the trade.

There is no doubt that the coming season

will see a much larger export of these goods from Canada.

The notice in this issue concerning a gentleman who wishes to represent some Canadian houses may be of interest to the manufacturers.

OUR AUSTRALIAN AGENCY.

Mr. Th. de Schryver, who represents the Canadian Manufacturers in Australia, has severed his connection with the late firm of Zoeller, de Schryver & Co. He has obtained sufficient capital and support to enable him to continue his work in behalf of his Canadian customers to the best advantage, and commenced his first trip under the new auspices last month. His intention is to visit all the large Australian centres personally twice a year, and to appoint where advisable and practicable sub-agents to work the smaller towns. From our personal remembrances of Mr. de Schryver, and the deep interest he has shown in Canadian trade with Australia, we recommend him to the same confidence which our members reposed in his late firm.

FOREIGN FREIGHT FACILITIES.

Messrs. Alfred H. Post & Co., of New York, whose acquaintance as foreign freight contractors has been of considerable benefit to the Association, write us that in order to meet the increased requirements of their export shipping business they intend, on March 1st, moving into the New Maritime Building, where they will practically double their present offices and equipment. They remark that while it has always been their aim to satisfy the interests of their shippers and consignees in every respect, it is their intention with increased facilities to maintain the best equipped service possible, in order to afford their customers absolute guarantee of proper forwarding of export tonnage.

THE TRADE INDEX.

We have received and noted with much satisfaction a number of appreciations of the Canadian Trade Index recently issued by the Association. They have come from various parts of the world—from the British Office at Sebastopol, Crimea, from Robert McCowen & Sons, Tralee, Ireland, from H. B. Cox, Penedo, Brazil, from G. E. Burke, Commercial Agent for the Dominion at Kingston, Jamaica, &c. The last named acknowledgment is an important communication, stating that even already, through the distribution of the Index, a greater interest is being taken by the merchants of the West Indies, in the Exports of the Dominion. We have also received the statements of several of our own members that they have received an unusually large number of foreign enquiries and that they regard the Index as one of the most important factors in the development of Canadian trade.

CANADIAN EXHIBITS IN GREAT BRITAIN.

It is a matter of great importance and general interest that the Canadian Government is making three very creditable exhibits in Great Britain during the coming season. The manufacturers of the United States are making a very extensive display in the Crystal Palace, London, this year, and the suggestion has been made, though somewhat late, that Canadians should place a counter exhibition in the same place. While the idea would, no doubt, have been generally approved, it was deemed an impossibility owing to the insufficient notice, and we must content ourselves this year with three smaller exhibits, with the anticipation of a mammoth display in the near future. The following letter from Mr. W. D. Scott, the Canadian Commissioner, regarding the proposed plans may be of interest.

Ottawa, Jan 10th, 1902.

T. A. Russell, Esq., Secretary Manufacturers' Association, Board of Trade Building, Toronto, Ont.

Dear Mr. Russell,—You are no doubt aware that the Dominion Government are making three different exhibits in England and Ireland this year. The first to open is in the Royal Exchange in London, directly opposite the Bank of England, and will be purely a Government exhibit of minerals, timbers, horticulture, agriculture and food products. This action has been taken at the request of the City Council of London and prominent merchants, and should do Canada a great deal of good as it will be right in the heart of London where every financial man can see it. We have a little over 5,000 square feet of space, opening sometime during the first week of May. There will also be an exhibit at Wolverhampton, in Warwickshire, England, and one at Cork, in Ireland. At both of these places we are putting up buildings of our own. At Wolverhampton the building is now under construction and is 102 x 79 feet, 5058 square feet, and in style of architecture will harmonize with the Main Buildings. The Canadian Pavilion is directly between the Machinery Hall and the Industrial Hall, which is, I think, the best possible position. At Cork the building will be about the same size. Wolverhampton is the centre of the "Black Country," and has a very large population all around it, and should be one of the best possible places to show our food stuffs.

In all these exhibitions I would like the co-operation of the Manufacturers' Associations. The exhibits at both Wolverhampton and Cork will be purely Government ones, and we will purchase what exhibits we require. I would like to make our food products particularly strong as it is a thickly settled section around Wolverhampton.

I would like to have your views on the matter as I am sailing for England again in a few days.

Yours sincerely,

W. D. SCOTT,

Commissioner.

The Association is taking a deep interest in this work, and is assisting the commissioner to provide a suitable display of Canadian oatmeal, flour, canned goods and fruit products generally.

Changes in the Australian Tariff

The November issue of "Industrial Canada" contained a complete copy of the Australian Tariff Bill as introduced in the House of Representatives of the new Australian Commonwealth. The Tariff went into force immediately, with the understanding that adjustments would be made for any changes in the tariff decided upon during the discussion of the measure. Since that time the whole tariff question has been keenly fought out in the Australian Commonwealth, and the discussion is still dragging along. It is unlikely now that the whole tariff will be completely dealt with before the beginning of March, and this uncertainty is making the importing business very difficult. In the meantime we beg to submit to our readers the following alterations in the tariff that have been made up to date. Comparison with our November issue will give the Australian tariff as it is being now enforced.

	As Submitted.	Agreed.
Tobacco, viz.:—Manufactured, including the weight of tags, labels and other attachments	per lb. 3/6	3/3
Unmanufactured per lb.	3/6	3/3
Biscuits	per lb. 1½d.	1d.
Blue, Laundry ..	per lb. 2d.	1d.
Candles, tapers, and night lights; solid spirit heaters, including the weight of the immediate containing package; stearine, paraffine wax, beeswax, and Japanese or vegetable wax; also lard and refined animal fats	per lb. 1½d.	1d.
Cocoa and chocolate, ground or in any way manufactured, or with milk or other substance, cocoa butter, caramel, caramel paste and caramel butter	per lb. 2d. and 15 pc.	1d.
Confectionery, n.e.i., including bon-bons and mixed packets of confectionery containing trinkets (gross weight), sugar candy, cachous, and fruits crystallized or candied,	per lb. 2d. and 15 p.c.	2d.
Oatmeal, rolled oats, wheatmeal, pearl barley, scotch barley, maizena, cornflour,	per lb. 1d.	½d.
Milk—preserved, per lb.	1½d.	1d.
Soap, viz.:—perfumed, toilet, and medicated (including the weight of wrappers) per lb.	4d.	3d.
N.E.I., including polishing	per lb. 1d.	½d.
Apparel and attire and articles n.e.i.—woollen or silk, or containing wool or silk, partly or wholly made up (not being piece goods) including articles cut into shape....	ad. val. 25 p.c.	25 p.c.
Not containing wool or silk, partly or wholly		

	As Submitted.	Agreed.
made up (not being piece goods), including articles cut into shape.....	ad. val. 20 p.c.	25 p.c.
Blankets, blanketing, rugs, lap dusters, and rugging.		
Carpets, Carpeting, floor cloths, and mats, n.e.i.	20 p.c.	15 p.c.
Floorcoverings (including felts and pads), and carriage mats.		
Curtains.....	ad. val.	
Hats and Caps, viz.:—men's, women's, boys', and children's felt hats	per doz. 10/ and 15 p.c.	30 p.c.
Dress hats....	per doz. 48/ 3/	30 p.c.
Parasols, sunshades, and umbrellas, viz.:—containing silk,	each 1/6 and 15 p.c.	30 p.c.
N.E.I.....	each 6d. and 15 p.c.	30 p.c.
Piece goods, viz.:—woollen, or containing wool, n.e.i.	ad. val. 20 p.c.	15 p.c.
Coatings, vestings, trousers, n.e.i., flannels, flannelettes ..	ad. val. 20 p.c.	15 p.c.
Cottons and linens, viz., blue frocking, butter and cheese cloth, calico, white and grey, drills; duck, dungaree, jeans, moleskins, oil baize, leather cloth, sheetings, (including forfar, dowlas, and flax), shirtings, prints, white and Oxford, Cambridge, and Harvard, ticks, towellings, window nets, and holland	ad. val. 10 p.c.	Free
Corduroy, imitation moleskins, zephyrs, galateas, shirtings, not being flannelette, and denims	ad. val. 15 p.c.	Free
Cotton and linen piece goods, n.e.i.	ad. val. 15 p.c.	10 p.c.
Piece goods, not containing silk to be used in the manufacture of cloth made waterproof with indiarubber, pursuant to departmental by-laws	ad. val. ..	10 p.c.
Tents, tarpaulins, sails, and flags.....	ad. val. 20 p.c.	Free
Trimmings, mantle, dress, bonnet and hat, n.e.i., including flowers, feathers, and embroideries in the piece	ad. val. 15 p.c.	15 p.c.
Yarns, partly or wholly in wool	ad. val. 15 p.c.	Free
Ammunition, viz., shot, bullets, and slugs, per cwt	7/6 15 p.c.	5/ 10 p.c.
Rifles, n.e.i., shotguns		
Iron, plate and sheet, viz.:—plain galvanized	per ton 15/	Free
Corrugated galvanized	per ton 30/	Free
Lamps and lampware, n.e.i., and lanterns and lamp stoves and all parts thereof (except chimneys, shades, and globes, gasaliers, and electroliers) ..	ad. val. 20 p.c.	15 p.c.
Lead, sheet and piping	per cwt. 2/6	Free
Mould-boards, sheep-shearing machines, en-		

gines, portable, fixed on a locomotive boiler horizontally, with wheels and shafts, suitable for transport, traction and oil engines	15 p.c.	Free
Horseshoe nails per cwt.	7/	5/
Tanks, containing goods or empty, for every 100 gallons or part thereof	3/	Free

THE NEXT ANNUAL MEETING.

The decision of the Executive, as to where the next annual meeting will be held, was postponed till their February meeting. Four invitations, all of them exceedingly cordial and demanding the earnest consideration of the Executive, have been received. Winnipeg flings open the doors of the West, extending the warm welcome of its 'Free Trade atmosphere, while from the East, with its labored mines and busy harbors Halifax, N. S., St. John, N. B., and Sidney, C. B. are beckoning the manufacturers. The Boards of Trade in all these cities have expressed the earnest solicitations of their members, each advancing particular reasons why the next meeting should be held there. These invitations have been heartily seconded in some cases by letters from members of the Association.—In behalf of St. John, N. B., communications have been received from C. J. Osman, New Brunswick Vice President, Chas. McDonald, managing director of the St. John Iron Works, and from the mayor of the city; while the Dominion Iron and Steel Co. have urged the claims of Sydney, C. B. The Executive appreciates the warmth and cordiality of these invitations. To choose between the advantages presented by each, and in the interests of the Association at large, to select the meeting ground for 1902, will be one of the most important considerations at their next meeting.

A CANADIAN AGENCY IN SOUTH AFRICA.

In another column of this paper will be found the announcement of Messrs. Robert Crooks & Co., of Montreal, — an old established, progressive Canadian firm who have already established four offices of their own in the Cape, for the distribution of Canadian manufactured goods. They invite correspondence, and solicit consignments from large manufacturers on behalf of their Cape Town, Port Elizabeth, Durban and Johannesburg offices, each of which they state is under competent and experienced management. At this time, when our enterprising manufacturers are giving close attention to the possibilities of establishing an export trade with South Africa, and since the Canadian Government's Agents, Messrs. Moffat, Hutchins & Co., recommend the first extension of trade along this very line, we have no doubt that this important announcement may be of interest to many of our readers.

HALIFAX TO THE FRONT!

The Halifax members of the Association took advantage of the visit of Mr. J. F. M. Stewart, the assistant secretary, who is on his way to the West Indies, to call together the manufacturers of the city in a well attended and enthusiastic gathering on Jan. 24th. The meeting was held at the Halifax Hotel, Mr. Joseph R. Henderson presiding. Almost all the large firms already belonging to the Association were represented, and after discussing at some length the work the Association has been doing, the following resolution was adopted:

"That we, the members of the Canadian Manufacturers Association of the city of Halifax, recognizing that the Association is carrying on a much needed work in the interests of Canadian manufacturers and exporters, feel that it is desirable that the members of the Association should give every possible assistance to strengthen its numbers in this part of the Dominion;

"That it is desirable also that some more definite organization should be arranged, either in the way of a Halifax or a provincial branch;

"That we by individual effort and through the press, request the several manufacturers and exporters throughout the city and province to consider favorably the question of membership, and join in the efforts that are being made to assist Canadian development."

The "individual effort" referred to, is assuming practical form, and already several applications for membership have been received. Halifax as a manufacturing and shipping centre has many peculiar advantages, and we are pleased that her industries are to be more fully represented in the life and work of the Association.

INSUFFICIENT POSTAGE.

The Secretary of the Association has continual complaints from correspondents in Australia that Canadian manufacturers show the greatest carelessness in regard to postage. One correspondent states that in the last mail he received more than a dozen letters, only two or three of which had proper postage.

One letter, which was heavy enough to require 15c. postage had only a 2c. stamp, with the result that he had to pay as extra postage and fine 32c. It is particularly common for an ordinary letter which should have 5c. postage to have a 2c. stamp, and 8c. have to be paid in order to get the letter.

This is particularly aggravating to the Australian firms with whom we hope to do business, and the manufacturers should give their attention towards remedying this matter.

Cheaper Freight Rates to South Africa.

In response to a request made some time ago by our Association to the Hon. Sidney Fisher, Minister of Agriculture, we are in receipt of a circular letter from Ottawa announcing that arrangements have been completed with the Imperial War Office for reserving a limited amount of space for general cargo on one steamer per month sailing from St. John, N.B., for Cape Town, South Africa. The favor was obtained through Lord Strathcona. This places the manufacturers and merchants of Canada in a position to take some advantage of the great trade development which is certain to take place on the conclusion of the war. The Association is grateful to the Minister of Agriculture for the arrangement made, and we trust Canadian houses will take advantage of the opportunity presented. The following extracts from the notification are important.

PARTICULARS FOR SHIPPERS.

"In the matter of carrying Canadian products from St. John, N.B., to Cape Town, South Africa, only lawful merchandise can be accepted, and all goods must be packed in cases sufficiently strong for safe carriage and handling in loading and unloading.

"Each case must be clearly marked with a sufficient shipping address, and a statement of marks and contents must be furnished in triplicate and duly certified as correct by the shipper.

"The goods should be delivered alongside the steamer at the port of St. John, N.B., during the last week of every month, from February until June, or further notice.

"The freight charge from St. John, N.B., to Cape Town, S.A., including loading on the ships and discharging, will be at the rate of \$5 per ton of forty cubic feet, until further notice. The ocean freight must be prepaid to the Commissioner of Agriculture and Dairying, Ottawa, on or before the date of sailing of the steamship.

"The Department will not undertake to collect from the consignees any advance freight charges or any other charges.

Shippers are to consign their goods to the consignees at Cape Town, or some one who will act as their agent at Cape Town; and the Department of Agriculture will accept no responsibility in regard to the storage or care of the goods after they are delivered from the steamship.

"Any goods, not on a through bill of lading from a railway station in Canada, may be billed care of the Dominion Department of Agriculture, St. John, N.B., for export to South Africa.

"A copy of the original shipping bill with the name of the station, date when shipped, car number, etc., should be forwarded when the goods are shipped, to the Commissioner of Agriculture, Ottawa, Ont.

"Shippers should insure their goods.

"The Officer of the Department will afford assistance in facilitating the loading of the goods at St. John, N.B., and also the delivery of them to the consignees at Cape Town; but the Department does not accept any responsibility in regard thereto, or in regard to the safety or safe carriage of goods.

"Shippers who send goods to South Africa on the steamers chartered by the Department of Agriculture, thereby agree to the terms and conditions mentioned in this communication.

"Every shipper will be informed of the name of the steamship on which the goods are to go as soon as that can be determined, usually one week or longer before the sailing of the steamship.

The voyage from St. John, N.B., to Cape Town, S.A., usually takes from thirty to thirty-five days."

In connection with this The Robert Reford Co. of Montreal have written us stating that they will be pleased to give intending shippers any information in their power regarding South Africa, and will use all proper haste in forwarding any consignment sent to them at St. John, N.B.

TORONTO INDUSTRIAL EXHIBITION.

The manufacturers of Canada have no doubt learned with pleasure that the by-law placed before the citizens of Toronto to raise the sum of \$133,500.00 for the erection of new buildings for the Toronto Exhibition was carried by an overwhelming majority. This sum of money should permit of the Exhibition Association giving attention to the erection of new and suitable buildings for manufacturers' exhibits, in order that this portion of the exhibition may be brought as well up to date as the arrangements for agricultural and live stock exhibits.

A suitable re-organization in the constitution of the Exhibition Association has taken place, and the representation of the Manufacturers' Association should enable the manufacturers to have an important voice in the policy of the Association of the Exhibition. It is noteworthy, however, that while the manufacturers have had last year twelve representatives in the Association, only two were Directors. It is to be hoped that an effort will be made by the representatives of the Manufacturers' Association to secure this year a larger representation on the Board of Directors, in order that this important branch of the Association may be properly and fairly reflected in the governing Board of the Exhibition. The addition of Mr W. K. George, Ontario Vice-President of the Canadian Manufacturers' Association, as one of the twelve representatives to the Exhibition, will strengthen the manufacturers' representation to an important extent.

Power and Its Economical Transmission

Lecture by Mr. Henry Souther, Mechanical Engineer, of Hartford, Conn.

ON Thursday evening, January 16th, a large number of the Toronto members had the pleasure of listening to a most interesting and practical lecture on the above subject, by Mr. Henry Souther of Hartford, Connecticut, who came to Toronto specially on the invitation of the Reception Committee.

The lecture took place in the rotunda of the Board of Trade, the President Mr. Robert Munro acting as Chairman, Messrs. P. W. Ellis and W. H. Law, ex-presidents of the Association also occupied seats on the platform.

In introducing the lecturer the chairman said :

GENTLEMEN,—Our Reception Committee is to be congratulated on the continued success which attends their efforts to afford instruction and entertainment and thus suitably fill up the spare hours of these executive meeting days.

And while we express our appreciation of the committee's labors, much more should we express, and that more strongly, our obligation as an association to the gentleman who has been so good as to come to Toronto to address us this evening.

Mr. Souther has been moved to come to us by the profound interest which he himself finds in the subject of the evening.

The subject is one which the ever changing conditions of our manufacturing life keep ever before us.

There are, I venture to say, few subjects which have in the last decade or two yielded so much to scientific research as has that of the generation and transmission of power.

It is of supreme importance therefore that as manufacturers we should possess ourselves of the latest and best theories, and it is therefore a great privilege to have the opportunity of hearing the views of men such as Mr. Souther, who have been and are giving the subject constant study.

It is with very great pleasure, therefore, gentlemen, that I now desire to introduce to you the lecturer of the evening, Mr. Souther, of Hartford.

Mr. Souther's address was as follows :

The subject on which I am to talk is hackneyed. It has been discussed continually before our many engineering societies. To-night I do not mean to handle the subject in a strictly technical manner, but rather to give a resume of my findings from experiment and experience, and in such shape as may be useful to managers and superintendents.

POWER.

Naturally the first thing to consider in connection with the subject before us is the

source of power in an industrial establishment, and to determine the best source of power the only basis of comparison in these commercial days is that of cost.

The only power we can obtain for practically nothing is that from falling water. The cost of harnessing is considerable, but after that there is nothing to compare with water power for small cost. I expect to see the time—or at least I believe there will be a time, if I do not see it—when every waterfall will be utilized. This is becoming more and more possible with every addition to our knowledge of electricity. It is now not necessary as of old for a factory actually to overhang the stream from which the power is obtained; on the contrary it is often better for it to be at a reasonable distance with only the generating machines at the canal or flume. Other things being equal therefore water power is best, for it is cheapest.

THE STEAM ENGINE

The only other commercial source of power is heat from coal or oil. The common form of reciprocating steam engine in its many forms of single and multiple expansion is at present almost universal; but it seems to me that a change from the reciprocating to the rotary is coming, our now popular type will become obsolete and the rotary type universally used.

This movement has made considerable headway in Europe and is beginning on this continent. The electric light company of my own city has put in the largest Parson's Turbine (3,000 H.P.) which is running well and very economically as compared with the best reciprocating engines. Turbines of the De Laval type are creeping in very fast for small units of power being better adapted to many small uses than any other machine. They are economical at all powers within their own maximum. The coming power however, in my opinion is that obtained from liquid fuel (oils) direct, perhaps from solid powdered fuel as well, or from either one gasified. We obtain power now in this way by so-called gas engines, more properly speaking combustion or explosive engines. As yet they are not always successful, but tremendous strides are being made in perfecting these engines and the number in actual use is now very large. All things considered, however, the best engine or other source of power for any given place or installation is not determined by its economy, its cost or the type; but rather by the combination of points that will contribute most to lessening the cost of production of a given article.

OTHER SOURCES OF POWER

In the future we may look forward to the storing of power from the heat of the sun. This is now experimentally possible and is being accomplished in the sunny climate of California; but I do not think that any of you gentlemen would undertake to equip a new plant just at present and in this climate with its only source of power the sun. Many things more wonderful have been accomplished lately but this scheme will wait until the commercial necessity for it arises, although it looks to me as if the present rise in the price of coal would hasten its coming.

Then again the man who professes to multiply power indefinitely by intricate systems of gearing or some other equally impossible scheme is not yet dead; I fear we must jolly him along however and let him down easy without counting him as a serious proposition. He is ingenious and interesting but not profitable.

DISTRIBUTION

Having the power, how shall it be most economically distributed to the producing point. Means for doing this are multiplying fast through the development of electricity, gas engines and the use of compressed air. The various possible systems are in part as follows :

Steam engine driving shafting by gearing, spur or bevel.

Steam engine driving shafting by belts or ropes.

Steam engine driving electric generator transmitting power over a plant with but few if any belts or gear drives.

Steam engine driving compressor of air and transmitting power in pipes over a plant to many forms of tools and lifts.

Gas engine transmitting power by belt or otherwise.

Central gas generating plant distributing gas over a plant in pipes to many engines of small units.

Every engineer or factory manager has his own ideas about these methods, and I dare say every one is much in the right as to his own particular case, in regard to which he is necessarily well informed. No one of the methods is best for all cases. Each particular one must be studied carefully. Conditions are also changing rapidly, what may be best one decade may not be best the next. How rapid this change is is well illustrated by the following quotation from a most eminent engineer made as recently as 1867, William Fairbairn. In discussing transmission he said, in part referring to belt drive, at that time new and mostly used in America, while the gear drive was almost universal in Europe, "the

advantages of straps (belts) are the smoothness and noislessness of the motion; their disadvantages are cumbrousness, the expense of their renewal and necessity for frequent repairs. They are inapplicable where the motion must be in a constant ratio, because as the straps wear slack, they tend to slip over the pulleys and thus lose time."

SYTSEMS CHANGING

How little these things seem to bother us now, and how few gears there are as compared with belts, notwithstanding the faults of the belts, as expressed by Mr. Fairbairn. It is almost useless, it seems to me, to talk on such subjects as these, inasmuch as what one says becomes obsolete so soon. All one can do is to act quickly in establishing a plant; take that which is most applicable at the time, and charge off each year enough from the machine account to buy all new in ten years at the longest. Above all things, in laying out a plant, no matter how small, do not proceed by rule of thumb, but think the entire arrangement out and plan it to scale on paper, determining the speed and position of every shaft and pulley; providing for everything before hand. By other methods much work is repeated, and never as well done as it might be.

ELECTRIC TRANSMISSION

The most lively discussion has always followed when the question of electric transmission has come up for consideration in all our engineering societies. Its exclusive use is advocated by some. By others, it is absolutely condemned. The intermediate course will undoubtedly be the final one adopted. For certain work it is incomparable. For example the large printing presses of to-day may be better manipulated by separate motor than by belt drive from a main shaft. Entire independence of speed, reverse, repeated trials of the print, stopping and starting, and finally, the cleanliness, make the motor drive directly connected, almost essential. The government printing office at Washington has materially reduced the expense and increased the product by the adoption of the motor drive throughout the place.

All machines served by overhead cranes should be motor driven so that the crane shall not meet the interference of belts. The printing press is one of these. All shops where groups of machines are run independently of other groups should be equipped with motors for each group. As a rule it is well to equip all heavy machine tools with independent motors inasmuch as such tools stand idle much of the time. The plants in cotton and woollen mills need not be equipped with motors, unless perhaps certain floors or departments are often run alone or are frequently shut down when the remainder of the mill is in operation. Anything that will do away with heavy and long belts will prove a commercial advantage. One case that

came to my knowledge was a long belt that drove machinery in another building and around a corner. Some thirty horse power was consumed in driving the other department. A separate motor was installed for trial. A ten horse power motor did the work and consumed only about six horse power doing it. The trial became a permanent fixture.

How far to carry the idea is hard to determine. The first cost may be heavy, and yet much savings result that this cost is wiped out in a year. Convenience in a shop, rather than the cost of the motor or the power to run it, is most often the determining factor. Assuming that by introducing electric motors generally throughout a shop, the cost of all things considered were the same, it is quite possible to imagine such conditions that increased convenience would save 50% of the cost of the product. First cost and power might be disregarded under these conditions. Every case should be carefully considered by one familiar with all the conditions. If in doubt, a few motors should be tried, but nothing under 5 horse power units should be used except in rare cases. The smaller units are expensive and not efficient, and machines should be grouped to get the 5 horse power.

TRANSMISSION LOSSES IN GENERAL.

Competent and careful investigators have repeatedly found the losses of transmission due to driving or transmission devices to vary from 5 per cent. to 90 per cent. of the total power consumed. Here, then, in these days of small margins and close competition, is the chance to save an annuity that will amount to a fair profit in most cases. The average loss of transmission for the cotton mill and flax mill is 60 per cent., and for the woollen mill 40 per cent. In heavy iron working plants the loss is about 15 per cent. In any small mill or workshop the matter of friction is of the greatest importance, and, if I am not mistaken, it is in the small mill that one generally finds the greatest neglect of such matters. In the large organizations such things are in the hands of some particular person, whereas, in the small mill it is no one's business, and is neglected. Friction in mills is subject to great variations. Probably half the friction in the small mill is caused by lubricated surfaces. A change in temperature with improper lubricants, such as heavy animal oils, may increase or diminish friction to a considerable extent. Prof. Thurston estimates the friction of shafting in general, including the total belts and bearings, and varying with the size and load, at from 33 horse power to 1.5 horse power per 100 feet. Prof. Benjamin, by careful investigation in many shops and with every precaution for practical and at the same time accurate results, found that in six machine shops, where heavy machine work was done, an average of 62.3 per cent. of the power

produced was used in driving the shafting alone. In one case it was 80 per cent. This is explained by the fact that the shafting had to be built large enough for tools that are often idle, and necessarily the shafting must be kept running. In this item the tension of belts is a serious matter. A belt should be just tight enough to do its maximum work. Many belts, if not most of them, are much tighter than is necessary. No easy means is at hand to ascertain how tight a belt may be, and the belt mechanic sets it firm and tight to make sure that it shall not slip. Then when a wet day comes, a shop full of moderately tight belts makes a heavy drain on the coal pile. In this same investigation it was determined that the busiest of tools was only in operation 80 per cent. of the time and the average tool about 33 per cent. of the time.

The argument has been made by those opposed constitutionally to nice work toward economy of any kind that the power amounts to little or nothing in the cost of a product. As a matter of fact the cost in percentage is small in machine shops, being from 1½% to 2%. This seems small indeed when stated this way; but looked at as an annuity it takes on another aspect. Supposing for example the product costs a million per year, one per cent. means ten thousand dollars.

Another class of losses occurs in the bearings of the machines themselves. This is an important point, and one on which I wish to bear strongly at another time. It has been found by test with motors, for the driving power, that printing presses, and other heavy machine tools, consume twice the power running idle that they should. Investigation disclosed the fact that the loss was in the bearings, and that they were very tightly adjusted. There is no means of telling how tight a bearing is when it is one of many in a train; and had the machines the cases mentioned been belt driven from a shaft, the friction would have continued until heating occurred or until the bearings wore loose. Again, to offset the argument that power saving is in any case only a small factor, we must consider that where there is friction there is wear, and that cost of repairs is increased by friction. This is a serious matter in the case of line shafting and counters. It means a mechanic at the works many Sundays in the year, to overhaul bearings and loose pulleys. The following general principals have been laid down by Prof. Benjamin to save friction losses in manufacturing establishments. There are none better, and I quote:

1. Use pulleys of large diameter on counter shafts and narrow fast running belts.
2. Use the best oil for the purpose and enough of it, catching the drip and purifying it for repeated use.
3. Have everything oiled regularly, and do not depend too much on even the best of oiling devices.

4. Inspect line shafts to see if in line and will turn easily.

Neglected shafting both in respect to alignment and lubrication is the cause of tremendous friction. Anything that will do away with both of these evils at once deserves earnest consideration. A good so called "frictionless" bearing will do this, as lubrication is practically unnecessary, and heavy pressures produced by lack of alignment count but little. More of this later. Samuel Webber sub-divides the friction in a mill as follows: To run loose pulleys and their belts, 10 per cent. ; to run main shafting, 20 per cent.—the engine itself takes but 6 per cent. He puts overtight belting and consequent bending of shafting with resulting heavy journal friction, as the chief cause of transmission losses. I think the average manager does not look at it in this light. Even this source of friction may be avoided. If managers of factories would only take the pains to measure their idle load once in a while, they would find the information gained both instructive and surprising. Comparatively few do it.

Some noon hour or some evening at six o'clock turn off all work on all machines and see what your engine indicates ; it is something any of your engineers can do if furnished with an indicator, and I am sure you would feel repaid. Nine times out of ten, you will overhaul a considerable number of things.

Is it not true that in almost any shop, if the bearing does not get heated, if it does not make a noise, if it does not stop the mill and nobody kicks, there is not much thought about it?

My experience in such matters has been that some shafts may be turned by hand, and in other cases of similar dimensions a bar stuck through a pulley may be used for a lever in order to move at all. Subsequent test in these cases showed corresponding losses. In one or two instances I have seen loose pulleys driving shafting and waiting for Sunday repairs.

BELTS AND ROPES

As a matter of general interest I thought I would look up the origin of belts. After doing so I made up my mind that it was prehistoric. The first belt on record seems to be in connection with the fire machine, the original method for starting a fire by friction. A ligament or other string was wound about a pointed stick and pulled as in spinning a top. Then followed the use of the belt in all the various ways known to us. It is old, but it is good, and I doubt very much if we shall ever drop it entirely notwithstanding electrical motors. The rope is newer as a commercial feature. It serves its purpose admirably and is an efficient driver. Careful experiment has shown that when well arranged in each case, the efficiency of belt and rope is practically the same. The rope has one practical advantage and that is

that the tension may be exactly controlled by tension pulley and weight. On the other hand the rope is not good for small powers. The necessary splicing and complication of manipulation, count against it and practically bar the use of any size smaller than $\frac{3}{4}$ of an inch. A rope running over too small a pulley goes to pieces very fast and the rope drive has suffered on account of this mistake in installing.

The following figures give an idea of the proper relative size of rope and pulley :

For a $1\frac{1}{4}$ inch rope diameter of pulley must be at least 3 feet.

For a $1\frac{1}{2}$ inch rope diameter of pulley must be at least 4 feet.

For a $1\frac{3}{4}$ inch rope diameter of pulley must be at least 5 feet.

For a 2 inch rope diameter of pulley must be at least 6 feet.

These pulleys and ropes will transmit respectively per 100 revolutions per minute, 5, 8, 11, 15 horse power.

An increase of 25 per cent. over these figures is possible when the bottom rope is the driver and under proper conditions. The best speed is about 3,300 feet per minute. Cotton and manila are equally good providing long fibre cotton is obtained, and, in any case, the character of the splice is all important.

The comparative efficiency of belt and rope, as determined at Lisle, France, by official investigation, is as follows : Power transmitted, 162 horse-power ; taking efficiency of rope at 100 (manilla) cotton is 100.87 and leather belt 100.37. To all practical purposes this difference is nothing.

As I have already emphasized, belt tension is most important. It is estimated that the pull of a belt is, as a rule, at least three times that necessary to transmit the power required. The velocity of belts should be kept at the maximum possible point, and the most efficient velocity is given at 4,000 to 5,000 feet per minute. Data on belts is to be found anywhere, and I will say but little, as there are branches of my subject on which there has been absolutely nothing written or published.

SHAFTING AND HANGERS

There is little to be said on this topic with regard to the possibility of saving power. Keep everything in line, look at it frequently and see if it is in line, do not assume that once put in line it will always remain so ; for it will not. Use a hanger that will adjust itself as far as possible to the necessary irregularities of alignment. If you use a hanger that is so called self oiling be careful to see that it is oiled. Make it somebody's business to see that the shafting is kept in an efficient condition. When a bearing becomes hot do not at once pitch into the oiler, take a look at the alignment.

If your pulleys are small your tension will be high. If your pulleys are large enough, as already mentioned, then the shaft speed

will be right and the shafting correspondingly light. Shafting should be figured for bending strains rather than for torsion or driving strains. All the above is common knowledge, but is sometimes overlooked because it is so common, and for that reason I have taken the liberty of repeating it to you.

BEARINGS AND LUBRICANTS

This branch of the subject might well occupy an entire evening. On lubricants, so inseparable from the bearing, much has been written, but notwithstanding that, the manufacturer as a rule knows but little of the subject and the oil salesman takes advantage of his lack of knowledge to surround the whole matter with mystery. The thing is simple, and I will speak of it from the standpoint of an expert.

I began my investigations on this subject while with the Pennsylvania Steel Co. in Harrisburg, which employed a great many engines, heavy and light. The task was assigned me to cut down the oil bill. Away back in '90 and '91 the oil bill was a very heavy factor. We did not know then as much about mineral oils as we do to-day ; in fact we used lard oil for lubricating, and this was thought in many cases necessary. I made a careful study of the subject, and what I am going to say is based on the knowledge and experience gained then and since then relating to all classes of machinery.

I would say then, first break away from anything but mineral oil for ordinary lubrication. This includes shafting and all other bearings, engine cylinders and other engine parts. For cutting tools indeed you will find the good old lard oil or some emulsion best. You can hardly get away from it. But for the other purposes specified mineral oil is the best. The most important reason for this perhaps, is the fact that it does not change under atmospheric influence, it does not gum, nor become acid and attack the engine cylinder or tools. It lubricates perfectly and it is cheap. Moreover all grades of it may be obtained, so that any want may be filled. There is no use you can think of where good mineral oil may not be found to fill the bill. As a matter of fact there is no argument against its use. With a thin mineral oil I have loosened a "loose" pulley that was hopelessly gummed tight, with the same mineral oil I have made an engine main shaft bearing run cool with a quart a day that had run hot before with a box of Albany grease on it and a gallon a day of an animal compounded machine oil. Illustrations might be multiplied endlessly. Mineral oil does not deteriorate from repeated use. After cleansing by settling slowly or filtering (I prefer the former method), it may be used again and again, and remains as good as ever. With animal oil it is different. In use the air oxidizes it ; it becomes somewhat gummy, changes color, and turns acid

through natural decomposition. It must be used a second time as a second class lubricant, on shafting, perhaps, as that is of no particular importance, you know. There it continues the good work of gumming and trying to stop the engine. Get rid of animal oil entirely, and many of your lubricating troubles will cease. Watch the market on oil and the mineral bases and buy accordingly. Do not let any oil agent work off on you any special blends or mixtures at fancy prices, for they are useless for lubrication. Do the mixing yourself, if you must have a mixed oil, and you will save money nine times out of ten.

I know a good many firms who are using animal oils for cutting tools, adulterated by 20 to 25 per cent. mineral oil, and they think it works well, but if you buy that same mixture from an oil agent he will charge for the mixing, and if he does not charge more than the actual mixing price you are lucky. If you do buy lard oil for anything, have it tested for adulteration. Nothing in trade to-day is more often adulterated. The middlemen who do the adulteration as a rule, if they are cornered, say they do it because people like it that way. Cotton seed and mineral are both used for this purpose. Cotton seed is distinctly bad, and mineral is cheap. Cotton seed is a semi-drying oil, like linseed, and will therefore gum very rapidly. Lard oil offered below market prices is adulterated unless the case is one of pure philanthropy on the part of the salesman. All animal oils, with one or two exceptions, thicken greatly with a decrease in temperature which means an increase in friction. The principal fault of animal oil as a lubricant, is first and last its inherent quality of changing chemically under ordinary atmospheric conditions with results that I have outlined. By the use of mineral oils the lubricant bill for a mill may be much reduced. One engine plant with which I am well acquainted generating 200 horse power uses less than a barrel a year. All of the oil used is caught after doing its work by suitably placed drip pans. These pans all drain to a tall receptacle under the engine from which the oil is drawn and used again, with a trifling loss. This scheme alone resulted in a saving of about \$150 a year over their old practice, not a large amount to be sure, but neither was the opportunity large. One little point I want to call to your attention, viz., the manner of storing or keeping oil. Animal oils stored in metal tanks will not keep because of the acids formed. The acids form salts with the metal of the tank and in some cases have caused rapid wear or heating of journals. With mineral oil any reservoir will serve without giving trouble.

Take an example a little apart from shop practices. Railway car journals are exceedingly difficult to lubricate successfully. They are now run practically in a bath of oil and do well as compared with older practices, but

hot boxes are still a fruitful source of delay and accident. Some years ago, when low grade animal oils were in common use for car journals, the experiment was tried of using the best sperm oil. It was found possible to haul 10 per cent. more cars, resulting in a saving of double the cost of the oil. In mills full of light machinery a saving of 15 per cent. to 20 per cent. has been made by changing oils, that is 75 to 100-horse power out of a total of 500. The best oil is the cheapest in the end, but please bear in mind that the most expensive is not always the best. For each class of work there is a lubricant most suited to do that work. It may be the best and cost but 10 cents per gallon. In large mills a horse power costs nearly \$50, in small mills or workshops \$100, or perhaps \$150. It is a very easy matter to save 5-horse power, and that means \$500 per year. Above all things, if you are a purchaser of oil in any quantity, have it examined systematically. Adulteration, mistakes in purchasing and resulting accidents with serious repair bills, to say nothing of wasted power, run into money very fast.

BEARINGS

Here is a subject in regard to which but little has been written except as to the ordinary plain journal. Volumes have been written about that. When all is said about this type of journal, we find it only a question of lubrication, nothing else. If the two metal surfaces can be kept separate by a film of oil ever so thin the friction is low; but once let the two metals get together and there is trouble at once. Sometimes anti-friction metals such as babbitt are used. But this is only to present a comparatively soft surface so that any necessary wear will take place quickly and with no injury to the harder metal. Without the oil, however, a bearing of this kind is as much of a friction producer as any other. Many times have I seen the babbitt run out of a hot box and more often have I opened bearings and seen evidence of the metal having been in a melted condition some time after it had been placed in the bearing. In some difficult cases all sorts and combinations of metals are tried as opposite rubbing surfaces before the right one is found. We have no way in any case to determine exactly just what is right and what is not. All we can do is with our growing experience to make fewer and fewer mistakes. The ordinary bearing is an example of sliding friction and as long as we are dealing with sliding friction lubrication is all important. The lubricant therefore is certainly of more importance than the metals composing the bearing.

The type of bearing to which I have been giving my attention in the last eight or nine years is the so-called frictionless bearing. It is not strictly frictionless of course, but in comparison with others it is in the proportion of about 10 to 1. In the first place we have

rolling friction in place of sliding friction. The same difference as exists between a car wheel with the brakes hard set so that the wheels are sliding and the wheel with the brakes loose. In fact any wheel on a plain journal is an illustration of the two kinds, sliding at the hub and rolling on the ground. In my opinion it is by the proper use of frictionless bearings that the greatest savings are to be made from losses by journal friction. I look upon the Chapman Double Ball Bearing as the highest development of the type. By adopting such a ball bearing for instance all lubrication troubles disappear at once. The lubricant is of little or no importance in a properly designed frictionless bearing. All that is required is just enough to moisten the surfaces. For this a very thin mineral oil that will not allow rust or dry up is the best.

You will naturally ask why ball bearings have not been introduced faster. To me the explanation or reason is only too plain. Improper design and dimensions. The history of ball bearings tells its own tale. Practically the first appearance of ball bearings in trade was in the old high bicycle. At first they caused no end of trouble, riders did not understand them and allowed them to get out of adjustment so that the balls often fell out entirely. Gradually, however, the newness wore off and the ball bearing gave perfect satisfaction in a bicycle. The makers shifted about as to diameters of ball and shape of bearing all the way from an eighth inch ball to a three-eighths inch and from the two point contact bearing to the four point. It was the general impression that any diameter of ball would do as long as the contact was a point. At last, and only within the last four years, the ball in bicycles that has given best satisfaction has been made from $\frac{3}{8}$ inch in the large bearings to $\frac{1}{4}$ inch in the smaller. Other sizes have been used, but $\frac{3}{8}$ to $\frac{1}{4}$ is the most common. The larger ball is used wherever possible. It is not now realized by the maker that although theoretically the ball bears in points only, as a matter of fact a ball under a load seizes an appreciable surface for contact. That is, it compresses the metal until a surface proportional to the load is found. Consequently the larger ball acquires this surface with the less indentation of metal. It is apparent therefore, that the larger ball bearing will outlast the smaller, all other things being equal. Metal may not be deformed repeatedly without at last breaking down, and this is just what has happened with small balls. It is this that has delayed the introduction of ball bearings. Balls of proper dimensions have not been used in any but the most rare cases, and in those cases they have given most excellent satisfaction. These same remarks apply with rather less force to the roller bearing. More roller bearings have been built of proper dimensions than ball

bearings. It is my opinion, however, that when properly designed for the work to be done, the ordinary ball bearing will excel any other type of bearing in efficiency and in good behavior. I speak now of the ordinary bearing, there is another bearing of the ball type that in my opinion excels all others. I did not think so when it was first brought to me back in 1897, by the inventor Mr. Chapman, but I made careful tests of it under all conditions and was convinced of its superiority by my own work and the resulting figures. This bearing is similar to a regular ball bearing except that between each ball that actually carries the load is a ball that keeps its neighbor from rubbing against it. The reason for this is plain.

Less than half of the balls of a bearing carry the load, especially if it is very heavy. They crowd each other under these conditions, the shaft tending to act as a wedge. The idle separating balls prevent the rubbing friction and actually diminish friction to a measurable degree and also lessen wear. The bearing is called the double ball bearing and bears the name of its inventor. Mr. Chapman the inventor is one of the very few that have realized the fact that a ball must be large in proportion to the work it has to do and has designed bearings of the ball type that behave perfectly under very heavy loads. In my laboratory basement I have a machine especially designed to test bearings. With it all speeds are possible within reasonable limits and all weights from 150 to 5,500 lbs. load. By means of this machine I have determined the relative efficiency of the three types of bearing,—the plain journal,—the plain roller and the plain ball bearing. The results are absolutely conclusive and in favor of the ball bearing. I will give you just enough of the figures obtained to show the final comparison without troubling you with the intermediate results. This is the first time I have made them public and I think it is the first time this class of work under so heavy a load has been done at all.

FRICTION TESTS

8" by 2½" plain journal—cast iron box hardened steel shaft, copious lubrication—revolutions per minute about 200.

LOADS.

369 lbs. 4,480 lbs.

Horse power required to maintain speed...	.033	1.22
Corresponding coefficient of friction.....	.0191	.0738

Bearing 13 1" balls at each end—lubrication occasional, speed same.

Horse power required to maintain speed...	.035	.121
Corresponding coefficient of friction.....	.0125	.00416

10 Bearing 36 ¾" rollers running on hardened rings and kept in line by brass cages most carefully made. Speed same, occasional lubrication.

Horse power required to maintain speed...	.047	.306
Corresponding coefficient of friction....	.0191	.013

In this same machine I put the regular bearing of a motor carriage just then put on the market, and ran it under about the intended load of actual service, to destruction—that is until the bearing chipped so badly as to be useless. The load was 960 pounds, and the length of time necessary to destroy it was six hours. The diameter of the balls was ¼ inch. After much trouble in actual use they tried two rows of small balls at each end of the axle to remedy the trouble. It proved that the trouble doubled as well as the balls. Then ball bearings were condemned entirely, whereas the designer should have been condemned. One row of inch balls would have carried that load indefinitely.

The reason I am putting so much stress on the ball bearing is first, because so little has been written in regard to the subject; in fact the only published tests showing careful comparisons have been put out as an advertisement by the Chapman Double Ball Bearing Company; second, because I believe that by means of so-called frictionless bearings the greatest savings possible from any one element of transmission devices may be made. I form my belief from the following facts.

Note the evils of transmission that I have shown. First, and the most serious loss perhaps results from overtight belts and from belt pull in general. A good ball bearing would cause this evil to disappear or sink into insignificance. Consulting the table I have given, I find that in the case of the ball bearing, an increase in load on the bearing from 369 pounds to 4,480 increased the horse power required only from .03 to .12-horse power, and that the coefficient of friction actually diminished (apparent inconsistency due to conditions of experiment), whereas with the plain journal the horse power increased with the best of lubrication from .03 to 1.22, and the coefficient of friction increased from 2 to 7 per cent., showing an increase of friction with load ten times as great with a plain journal as with an ordinary ball bearing. Not once did I get this difference, but many times and by several different methods of measurement. Consequently as I have stated, belt pull and resulting pressure on bearings will cease to cut much figure.

Another serious source of trouble and friction would be entirely done away with—namely all the difficulties of lubrication. A little light mineral oil put into a ball bearing at the outset to prevent rust and to moisten the surfaces will last almost indefinitely. The Chapman type is best as regards wear. Wear will not take place to a measurable extent in years providing the bearing be of the proper dimensions and design. There is less opportunity for wear with balls than with rollers, and moreover the bearing may be adjusted which is not possible with rollers.

Unintentionally tight bearings in assem-

bling a machine or shafting is another source of much friction. It is difficult to make a good ball bearing tight enough to increase the co-efficient of friction under any considerable load. The adjustment should be such that it may be set up by hand in order that the sense of touch may control the degree of tightness to the nicest point. Wrenches need not be used. Shafting out of line with plain journals brings severe strains on the bearings; while ball bearings properly built will increase the friction due to this defect but very little.

Loose pulleys equipped with ball bearings might be disregarded as a cause of friction. To be sure the belt remains and causes friction, but the tightness of it no longer matters, and a loose pulley driving a machine would be no longer possible. In place of the figure given by Mr. Webber of 10% for the friction of loose pulleys and their belts one may safely say that it would be less than 5%.

For these reasons I lay so much stress on "frictionless" bearings. Difficulties, of course, will be met, but no more than with the plain journals and the endless combinations of materials and dimensions that have been found necessary to overcome plain journal troubles. If half the good engineering talent had been put on ball bearings that has been put on journals the problem would be solved now, and the plain journal would be rare. I know that I am open to strong criticism in expressing these opinions, but I do so after due deliberation and after eight years of practical experience. To be sure years ago the ball bearing was a commercial impossibility because of excessive cost, but now with automatic machines to turn out the parts, good cheap steel to use for the bearing surfaces and our superior knowledge of how to treat the steel cheaply, this cause no longer exists. Even now several drill presses, lathes and sets of rolls are made with ball bearing equipment and are rendering good service. Such failures of these machines as I have seen I know would not exist with larger balls. It took a long time to find the best sizes for the bicycle and it will naturally take some time to find the best practice for other machines. The natural conservatism of the mechanic and designer retards this knowledge to some extent, but the point will be reached sooner or later. Carelessness of design was the cause of failure in the following case of the attempted use of roller bearings. A very heavy swing crane was assembled in a foundry at the top of which it was determined to put rolls so that it would swing easily. The casting designed for a plain journal was bored out so as to make room for some ½ inch rolls. Nothing else was done. The result was that the rolls and shaft were quickly ground up, as if in a mill. Then the hole was bushed with brass, the

journal smoothed and the crane put to work. Finally rolls were condemned. Here is another case which ended in success. A double 6 inch belt failed to drive a set of rolls for cold rolling of metal. It was backed up with a 4 inch double belt and still gave trouble. Ball bearings were then put in of ample dimensions. A three inch single belt was put on and ran the mill.

Before leaving the frictionless bearing I must call attention to the great advantage of the type as regards starting friction. The starting friction of this type is about the same as the friction of motion. The starting friction of a plain journal may be extremely high and always is very high. The explanation is that during rest the shaft settles through the lubricant and the condition is metal to metal or nearly so. The start is therefore difficult. In one set of tests that I made the proportion was as 1 to 54. This is a serious matter where frequent stops are made. In transmitting power in the mill or shop it is of little consequence, as perhaps the shafting is only started two or three times a day.

The following questions were put and answered :

1. Will the Chapman Double Ball Bearing of which you speak stand up under weight such as railway and street car service?

Yes, if applied in accordance with ideas of the inventor, Mr. Chapman. The dimensions must be large (balls about two-thirds diameter of axle), with proper emergency journals and end thrust cushioned. Such bearings have been designed and are now in use on a street car in Massachusetts giving perfect satisfaction.

2. What is your experience as between the roller bearing and the ball bearing?

In every case that has come to my notice where a ball bearing was properly designed, the result has been absolutely satisfactory. On the other hand I have yet to see roller bearings put to actual use that have not given some trouble due to the inherent difficulty of taking care of the end thrust, and of preventing rolls from getting out of line and resulting wear. There may be cases where the roll would serve better than the ball, but they are rare.

Can the double ball bearing be used to advantage on all shafting and journals?

This I have already answered, inasmuch as I have recommended the ball bearing for all such uses above all other types and have also said that the Chapman Double Ball Bearing is the best of the type because of its freedom from wear, its low coefficient of friction, and its intelligent development to meet all conditions of load and use.

Another query has reached me by mail, as follows :

If a shaft, say 2½ inches in diameter, running in the usual way, but with the motion of 2 inches, was run with ball bearings, would two rows of balls be necessary? If run with one row could it hurt the shaft?

If the end motion were necessary, I would allow it to continue by mounting the ball bearing on a slip fit sleeve. Rotation would take place on the balls and end play on the sleeve. One or two rows of balls would do in accordance with other minor considerations.

CANADA AND AUSTRALIA

Address by Hon. Dr. Montague, at the Second Monthly Dinner, at Hamilton.

THE Association carried out the happy thought of the Executive in holding its second Monthly Dinner in Hamilton, on Thursday evening, January 23rd, and while the event was looked forward to with much interest, it surpassed, in numbers and enthusiasm, even the most sanguine anticipations. The attendance was unusually large, 123 being present. The Hamilton men, members and non-members alike, turned out well. Toronto was represented by more than forty enthusiasts, while ten representatives were present from outside points. There were other elements also which contributed to the distinct success of the occasion. The new Royal Hotel, with its handsome dining room, presented a very inviting appearance, the most genial good feeling prevailed on all sides, and Hon. Dr. Montague, the speaker of the evening, was in his most happy mood and brilliant form.

Cyrus A. Birge, of the Canada Screw Co., Hamilton, the first vice-president of the Association, was the chairman, and carried out his duties in a most capable and courteous manner. On either side of him were seated : Hon. Dr. Montague, Mayor Hendrie, W. K. George, Ontario vice-president of the Association ; James P. Murray, chairman of the reception committee ; W. P. Bull, Frederick Nichols, George H. Hees and P. W. Ellis, of Toronto, ex-Mayor Teetzel and Hugh S. Brennan.

The following gentlemen were also present :

LIST OF HAMILTON MANUFACTURERS PRESENT.

J. G. Y. Burkholder, James Russell, M.D., A. H. Phoenix, W. B. Champ, S. D. Robinson, W. R. Turnbull, C. W. Graham, J. D. Trenaman, G. H. Bisby, Horace Long, J. R. Moodie, Chas. E. Newbury, W. D. Long, A. H. Chadwick, Fred Chadwick, I. E. Eby, A. H. Eby, W. G. Smart, Geo. C. Hore, Jno. A. Sangrill, Thos. B. Christie, F. Dowswell, Geo. L. Robins, Martin Cleworth, G. W. Kappel, W. C. Breckenridge, S. Briggs, H. P. Coburn, A. W. Semmens, J. J. Evel, F. J. Howell, R. C. Fearman, S. F. Shenstone, C. A. Herald, Hugh S. Brennan, J. E. Alston, J. M. Young, C. R. McCullough, F. H. Whitton, Peter Crerar, Geo. Allen, R. S. Allen, R. A. Robertson, Frank R. Close, H. G. Carscallen, H. C. Birge, J. P. Steedman, John T. Hall, J. C. McKeand, W. Frank Coote, G. Albielis, H. Bethune, W. A. Child, C. S. Wilcox, J. H. Clappison, Stuart H. Lees, Geo. H. Lees.

LIST OF TORONTO MEMBERS WHO ATTENDED BANQUET.

Alex. Macpherson, J. L. Morrison, L. L. McMurray, R. H. Greene, C. N. Candee, Jno. F. Ellis, Jno. A. Walker, Jno. T. Parker, A. T. Johnston, Frank Stanley, Frank Kent, R. Millichamp, Frank Denton, T. A. Russell, J. M. Sparrow, S. Henderson, R. Henderson, A. P. Allen, Geo. Spence, A. W. Allen, Robt. C. Dunbar, E. M. Wilcox, F. J. Rogers, H. G. Nicholls, Jos. N. Shenstone,

Frederic Nicholls, Jno. T. Sheridan, John Dick, Alex. Alexander, Geo. C. Taylor, Thos. Roden, John Northway, Ewart Northway, A. L. Massey, N. J. Ingram, J. J. Seitz, W. B. Tindall, A. W. Law, J. M. Taylor, Jas. M. Sinclair, R. J. Younge.

LIST OF MANUFACTURERS PRESENT OUTSIDE OF TORONTO AND HAMILTON.

J. B. Henderson, Paris ; C. R. H. Warrnack, Galt ; John Bertram, Dundas ; John Baillie, Montreal ; E. V. Tillson, W. A. Dowler, W. D. Robertson, Tilsonburg ; F. T. Towne, Stamford, Conn. ; Harry Sykes, Woodstock.

While an excellent dinner was being served, Anderson's orchestra rendered several pleasing numbers, and before the speech of the evening was delivered, the programme was graced by a recitation from Mr. Martin Cleworth, and two excellent songs from Mr. George Allan.

The chairman after a few warm words of welcome to those present, called upon Hon. Dr. Montague, P.C., who upon rising received an ovation, and stood while the gathering sang, "For He's a Jolly Good Fellow." He spoke as follows :

ADDRESS.

MR. PRESIDENT AND GENTLEMEN,—The growth of your Association, to such a splendid membership as it at present has, is a testimony as to the growth and development of the industrial life of Canada.

I remember, Sir, when the Manufacturers

Association of Canada was just beginning its work. I congratulate you upon the wonderful progress it has made since then. I am well aware that your Association is a non-political one, having in its ranks prominent members of both of our political parties, and I can quite understand, therefore, that the delivery of a political address would be entirely out of place. It is not my intention to refer to matters political at all, but I cannot refrain from pointing out to you that it is somewhat of a difficult task to discuss a question so intimately associated with the trade and commerce—and therefore the

who surround this Board when I pursue unhesitatingly that course to-night. (Cheers.)

As the years go by in this country, we are fortunately getting prouder of our Canadian citizenship and appreciate more highly the value of our Canadian heritage. To increase that pride and that appreciation immeasurably, it only requires that Canadians should become better acquainted with the extent and resources of Canada, and be able to see for themselves how our country compares with the other countries of the world.

Long since it was stated "Distance lends

A VARIED INDUSTRY.

There was a time when it was fashionable to say that Canada was a pastoral and agricultural country only. That time has gone. I hope, sir, that everyone recognizes to-day that Canada was intended for a manufacturing country as well. May we shortly reach that stage, sir, when there shall be no jealousy with regard to our manufacturers among any other classes in the community: when there shall be a recognition of the fact that no class stands alone, that all classes are dependent the one upon the other.



THE HON. W. H. MONTAGUE

tariff policy of the country—as is trade with a sister colony without coming dangerously near to what has been in the past a party dividing issue. (Laughter).

A CANADIAN ASSOCIATION.

If your society, however, is not a political association it is an uncompromising Canadian association. (Cheers.) During the years that I have been in public life I have endeavored always to fearlessly stand up for Canada and Canadian interests, as I understood them, and I am sure that I shall not be offending against the political sensibilities of any one of the large number of gentlemen

enchantment to the view," and having had some opportunity of visiting other lands, I am glad to say that I have always returned prouder that I was a Canadian, and more than ever satisfied with the opportunities for national development which Canada offers to its citizens. (Applause.)

And Sir, in grasping these opportunities we have only just begun in this country. I trust I shall be pardoned if I say that the Canadian people have been slow in taking advantage of avenues through which we might successfully have asserted ourselves from time to time. (Hear, hear.)

Having been absent for the last year, I have been somewhat out of touch with the trend of Canadian events, and I confess that I was astonished when I returned, to find that during the past year Canada had, according to the statements of those whose information ought to be thoroughly reliable, imported from the United States of America \$40,000,000 worth of manufactured goods, which might well have been manufactured upon Canadian soil.

I am told that the manufacture of that large amount of goods would have employed a sufficient number of people to consume \$11,000,000 worth of farm products. If that

be the case, Sir, this is a serious condition of affairs.

DEFEND OUR HOME MARKETS.

What is the remedy? First, to inspire our Canadian people with a desire to purchase and use Canadian manufactures.

Next, that we should fully defend our home markets. If the old Government made a mistake in 1894, in lessening that defence, let us remedy it. If the new Government made a like mistake in 1897, let us remedy that. (Cheers.)

I am delighted that in taking this position I am supported by no less an authority than the Honorable G. W. Ross, the Prime Minister of the Province of Ontario, who speaking only yesterday in the delivery of the Budget speech, declared that we ought to close up our defenses and stop the importation of manufactures that we can make at home. That sir, I call one clause of a Canadian policy. (Cheers.)

Let us add to it two more clauses, the second one being a vigorous and determined demand for our proper share upon equitable terms of the markets of the Motherland. (Cheers.) And the third being, let us reach out as becomes our position and our prospect for the future with all the energy we can command for the trade of our sister colonies and of the buying nations of the world. (Cheers.)

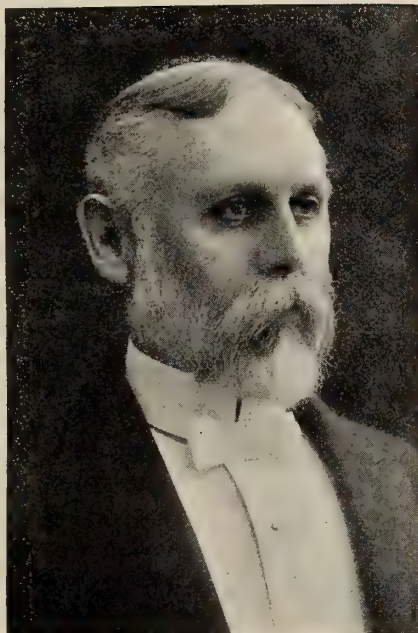
In such lines of policy the agriculturists of Canada are enormously interested. If they can feed Canadian workmen while they are engaged in making \$40,000,000 worth of goods, which now enter from the United States, the advantage goes to the Canadian farmers. If, however, instead of manufacturing these, under the terms of a preferential arrangement, we purchase them from England instead of the United States of America, then we give our agriculturists the advantage of return cargoes on the ships which carry their farm products to the markets of Great Britain. (Applause.)

THE GOVERNMENT SHOULD HELP.

I have said let us reach out to the markets of the world. This can only be done, of course, by the encouragement of steamship lines, and I think I hear someone say "let private enterprise do this." Sir, let me quote from an eminent authority: no less an authority than the Right Honorable Mr. Chamberlain, the ablest Secretary of State for the colonies who has ever occupied that position, who, when he was discussing the question of railroads into the central parts of Africa some years ago, declared in answer to the suggestion "that private enterprises do it," gave answer "private enterprises will not do it because it would not have promise of immediate return. It is the duty of the Government to do it, for the Government can afford to look to the future."

A VISIT TO AUSTRALIA.

And that thought, Sir, the extension of trade, brings me to the subject on which I am to speak to you to-night. You have been kind enough to say that my visit to Australia was of value to Canada, and I thank you for the high compliment you thus have paid me. This much is certain: my desires were right, however feeble my efforts may have been. It was my privilege to remain there for some seven or eight months, and to visit, while there, the greater portion of the present Confederation. I had opportunities of seeing Queensland, New South Wales, Victoria, South Australia and West Australia; of attending their great function—the opening of the Commonwealth Parliament—and meeting their public men as well as of addressing a large number of the Chambers of Commerce, and of mingling with the business men of the various states.



CYRUS A. BIRGE, ESQ.
Of the Canada Screw Co., Hamilton.
Vice-President of the Association, who presided at the Dinner.

I appreciate the opportunity of speaking to-night before your Association, particularly because it gives me a timely occasion upon which to acknowledge the courtesies which I everywhere received. From the distinguished Prime Minister, the Rt. Hon. Mr. Barton, down to the humblest citizen of Australia whom I met, they gave me a kindly greeting, not because of any personality of my own, but because of the fact that the hearts of Australians beat warm for Canada and the Canadians. (Cheers.)

THE IMPERIAL SPIRIT ABROAD.

I revert for a moment to the opening of the Commonwealth Parliament to refer to it as a marked sign of the times. It was a magnificent function, arousing the interest of the Empire and indeed of the world. No such interest was manifested in the Confederation of Canada thirty-six years

ago. Our Confederation was unfortunately born at a time when the spirit of the little Englander was abroad. The Australian Confederation began when the spirit of Great Imperial England was paramount. (Cheers.)

I am sure that we congratulate Australia upon the fact that her national existence has begun at such an auspicious hour, and may we be pardoned if we congratulate ourselves as Canadians, that long years ago, amid discouragements, we set the example which they have followed, and that during all the years since then Canada has fanned with loyal arms the embers of British unity that at last have burst forth into one great inspiring flame of Imperialism that is stirring British hearts wherever British hearts are to be found. (Applause.)

FACTS REGARDING AUSTRALIA.

The Australian Commonwealth consists of Queensland, New South Wales, Victoria, South Australia and West Australia, which form the mainland of this island continent, and of Tasmania, which lies 150 miles from the same, this island being about as large as the Province of New Brunswick. The Confederation does not, of course, include New Zealand, which is distant from Australian shores something like 1,100 miles, and consists of three islands, forming altogether a territory four times the size of our Province of New Brunswick. As near as may be, the Confederation has an area of three million square miles. Its population is very close to 4,000,000 souls, or, with New Zealand, approaching 5,000,000 souls. These are impressive figures when one remembers that sixty years ago Australasia was little more than a penal colony, for it must be remembered that it is a much newer country than Canada. Indeed, it was only being discovered by Capt. Cook when the American colonies were breaking away from British allegiance, whereas, of course, parts of Canada had been colonized for more than two centuries before that.

In climate, two-fifths of Australia is tropical, and three-fifths belongs to the temperate zone. In one-half of it there is a mean temperature of from 40 to 64 degrees; in the other half there is a mean temperature of 64 to 80 degrees. A better idea can be had, however, of the climate when I tell you that in all its States, with the exception of Tasmania, vegetables grow in winter and the native fruits ripen during the same period. Of course, the Australian winter is in the months of our summer. It seems somewhat peculiar to a Canadian to find winter in July, but there are other peculiar things there as well. It seems strange to find a north wind the hot wind, and to hear people, on an excessively warm day, praying for what they call a "southerly buster." It is just a little strange, too, to find the sun north at noontide and to find the trees shedding their outer bark instead of their leaves. There are indeed many things in Australia which seem to

us wrong; but the hearts of Australians are right—right to their sister colonies, and right to the Motherland as well. (Cheers.)

SHIPPING RESOURCES.

The shipping entered at and cleared from Australian ports amounts to something like 21,000,000 tons per year. The export and import trade, other than intercolonial, as among the Australian colonies themselves, amounts to about \$400,000,000; and the intercolonial trade itself increases this by about \$30,000,000 more. Something of the wonderful pastoral resources of Australia may be understood when I tell you that in 1900, the Commonwealth had 95,000,000 sheep, numbers which were less than those for 1899 by 300,000,000, the decrease having been caused by the excessive drouth in the meantime. The cattle figures for 1900 were 11,049,000, the same remark with regard to the effect of the drouth being applicable as in the case of the sheep. I have not given you the statistics with regard to rabbits (laughter). Let me tell you, however, that the rabbits, which were at one time an unmitigated curse, have in some parts of the continent been made an article of commerce, and at station after station along the railway lines one sees great quantities of these animals strung up in racks awaiting shipment to the freezers and subsequent export for use upon the tables of England. The exports of products from the great ranches or runs of Australia at the present time reach, per year, about as follows: Wool, \$112,000,000; tallow, \$400,500; meats, \$7,000,000; hides, \$4,500,000.

PRIVATE WEALTH

The private wealth of Australia is estimated at \$4,395,000,000, or the surprising amount per capita of \$1,500. This is, I believe, the highest average of individual wealth among all the nations, not excepting England or the United States of America. The deposits in the banks of Australia amount to \$511,000,000, and the growth of the banking business of Australia may be found exemplified in the growth of the Bank of New South Wales. Originally the paid-up capital of that bank was \$18,000, and its balance sheet amounted, all told, to \$57,000. To-day its paid-up capital is \$10,000,000, and its balance sheet is \$28,000,000. (Cheers). Originally, I am told, the Bank of New South Wales adopted the dollar currency but abandoned it. Universally they use now the English currency, but there is pretty strong sentiment looking toward the adoption of the decimal system. If I mistake not, the Government of the day are in favor of that change, and I am proud, as a Canadian, to say to you that the Right Honorable Mr. Barton, the first Prime Minister of the Commonwealth, has such a high opinion of our present Canadian Banking Act as to have recommended its adoption to the bankers of Australia. (Applause).

GOLD OUTPUT.

The gold output of the Commonwealth last year was 3,725,206 ounces, or equal to nearly \$70,000,000 in value. The gold mining industry is situated at Gympie and that other large gold centre, Charters Towers, in Queensland, at Ballarat and Bendigo, in Victoria, at which latter place Lord Salisbury, the present Prime Minister of England, was not many years ago a working miner, and in Kalgoorlie and Coolgardie, the great gold centres of West Australia. West Australia is undoubtedly a land of wonderful promise in minerals. It is to-day producing over \$40,000,000 per year of gold, and at Kalgoorlie, where, only four or five years ago it was so barren and so inhospitable that his Lordship Bishop Riley told me he was compelled to pay £4, or \$20 a day for water sufficient to supply a team of horses, to-day there is a population of 40,000 contained in a well built and prosperous city. (Cheers). In quoting these figures, I have given you some general idea of what Australia has done up to the present time, the confidence of her sons is that she is only beginning, and I believe they are right. Like in Canada, great areas remain to be developed for agricultural purposes. Artesian wells are being sunk for the purpose of irrigation, and in many parts these have been successful. In Queensland the opportunities for a great fruit industry surpass those of any other country I ever visited. The same State has wonderful copper deposits, which will be worked successfully when transportation is made easier. She has millions of acres which yet may be profitably employed in the culture of sugar, and she has just shown that she can be a successful exporter of a fine brand of coffee. In Victoria, though the State is but small in extent compared with the other States, the dairy industry is assuming splendid proportions, and from Queensland, New South Wales and West Australia forest products of great value will yet be placed upon the markets. What the business world thinks of Australia may be understood from the fact that almost any day American, German, French, English, Japanese and Canadian steamships, indeed, Sir, the ships of almost every nation may be found in the beautiful harbor of Sydney, shipping or discharging their cargoes. (Cheers).

WHAT THE AUSTRALIANS ARE LIKE.

As to the Australians themselves, they are very much like Canadians—a plain, hearty, sturdy, democratic people, with no tolerance of snobbery, noted for their honorable dealing, with a full appreciation of the benefits of education, and with generous love for their country and confidence in its future. (Applause). They are plucky to an extreme. A reference to some facts in their history will show you how determined they are to

succeed. They are distant from the British markets, but by a costly system of bonuses and a costly development of cold storage, developed some years ago, they have succeeded in sending now, per year, to the British market about 50,000,000 pounds of butter. Speaking of butter, I may add that they have almost universally adopted the creamery system, and as a consequence, I am able to say that I never but once found bad butter anywhere upon the continent. Another evidence of their determination to get their products marketed, is found in connection with their dead meat trade. Their freezing plants and cold storage facilities for shipment are such that last year they shipped, though the supply by reason of drouth was somewhat limited, nearly eight million dollars worth of those meats to the British market. Will you permit me to say how little advantage is being taken of the consuming power of Great Britain in meats by Canada. Recent figures published by Weddell and Company, London, go to show that England imports each year about 425,000,000 pounds of frozen meat. Of this Australia and New Zealand send about 72,000,000 pounds, Canada contributes a little over 10,000,000 pounds, and the United States of America contribute no less than 308,000,000 pounds. These are figures that should startle us and arouse us to action. (Cheers). The best testimony, however, to Australian pluck is, perhaps, to be found in the wonderful new colony of West Australia. I have already spoken of the great gold fields of Kalgoorlie, which are situated in the interior of that State. The rain fall there is small, and the Artesian water is salt—almost as salt as the ocean. In order to supply the people of the cities of Kalgoorlie and Coolgardie, the Government of the state undertook, some years ago, to construct what is known as the Coolgardie Water Scheme, which is now almost completed. At the great foundry of Mephan Ferguson, in Perth, I had the privilege of seeing the last pipe for that great work finished. By means of this great undertaking, water will be pumped 360 miles, mostly uphill, through pipes 22 inches in diameter. The whole cost of the undertaking, when completed, will be something like £4,000,000, or \$75 per capita of the whole population of the state.

THE LESSONS TAUGHT.

The facts and figures which I have given you, if they indicate anything, indicate that our sister colonists on the other side of the world have laid the foundations upon which they will succeed in building a great nation; and the question for Canadians to consider is whether we shall reach out and prepare ourselves to share not only the trade which Australia offers for the present, but the wonderfully increased trade which this great island continent will offer in the future. The question is, shall we take advantage of the

friendship which now exists there for Canadians? My experience all through the colonies was that the warmest possible feeling was felt for Canada, and I did not meet one man of any importance whatever, who was not outspoken in his statement that they would rather trade with Canada, because we were a part of the same Empire, than with the people of foreign countries. (Cheers.) Now is the time, it seems to me, for us to take advantage of that feeling. In the first place, the colonies are ablaze with the spirit of loyal devotion to the Motherland and to one another. In the next place, the Australian Commonwealth is in the formative period: old lines are being wiped away—new lines of trade are being laid down, and it is much easier to enter the field successfully now than to attempt to do so when the lines of commerce, so hard to disturb once they have been established, have been taken. Again, we are about to construct the Pacific cable. Canada has been the prime leader in that great movement. I think I may say that it is due to her persistent and loyal advocacy of that scheme that it is within measurable distance of accomplishment. It is, of course, a contribution, and an important one, too, to imperial unity, and as the leader in the movement, Canada is bound to secure an amount of imperial kudos from her connection with it. But surely there should be something more in it than mere imperial kudos. Are we to sow at the expense of millions of dollars and not to reap?

TRADE POLITICS OF THE EMPIRE.

And finally, we have reached a time when the trade politics of the Empire are undergoing revolution. What was regarded as absolutely impossible a few years ago seems to be about to take place, namely, the imposition of a tariff tax upon food products entering the Motherland. Newspapers which a short time ago would not have dared to suggest a preference to the colonies, are making such suggestions to-day. It is a time when Canada, Australia and South Africa should be close together. Canada and Australia alone form seven-eighths of the Empire, and I do not hesitate to say that if these two colonies were thoroughly united in the bonds of commerce, as they are to-day in devotion to the flag, and if they were joined, as they will be joined, by the great confederation now taking shape on the continent of Africa, they would be able together to make such a demand for a preference in the market of Great Britain as could not be disregarded by any Government of the home country. (Loud cheers.)

Speaking of the Pacific cable, you will not be surprised to know that if we are not preparing, by the establishment of lines of steamships, to take advantage of the results which will flow from it in a commercial way, the busy, aggressive people of the United

States are; and in a report of the American Government, recently published, attention is called to the fact of what great advantages will flow to the people of that country from the construction of this Trans-Pacific line.

HOW OTHERS REGARD AUSTRALIAN TRADE.

I have spoken of the fact that the steamships of every country are to be found at Australian ports. This in itself is evidence of what the different countries of the world think of the prospects of trade in Australia.

Permit me however to quote from the official document of the United States. It is the report of the Consul at Chemnitz, Germany, in 1899, in which he declares that "the manufacturers of the Grand Duchy of Weimar, with the Grand Duke at their head, have taken up the question of sample rooms in foreign countries, and are about to establish one in Sydney, New South Wales. The exporters have found by close study that the principal wants of Australia are all kinds of machinery, lamps, gloves, shoes, glassware, photographic supplies, musical instruments of all kinds, paints, oils, candles, agricultural implements, furniture of all kinds, cottons, beers," and he adds "This is an opportunity that American manufactures should not neglect."

The fact is such that American manufacturers are not forgetting this field, and I can personally testify that the agents of United States firms are to be found on every line of railway and in every town of the Commonwealth pressing, and successfully pressing, their wares.

HOW THE UNITED STATES LOOKED AT IT.

So important indeed is the subject regarded by the people of the United States that the Government of that country has, within the past two months, issued a governmental report dealing with the opportunities for the sale of United States manufactured goods in the Antipodes which contains no less than seventy pages.

Already the people of the United States are selling to the people of the Australian Commonwealth \$30,000,000 worth of manufactured products per annum. So vigorously indeed have they taken hold of the market there that the German Consul-General at Sydney reported recently to his home Government that the Australian market was rapidly being taken possession of by the industry of the United States. "Last year," he says, "the colony of New South Wales was flooded with goods from the United States."

Permit me to quote, too, from a recent trade publication in London, whose Sydney correspondent says as follows: "American competition in the Australian market is steadily increasing. The 'Miowera,' of the Canadian-Australian line, arrived in Sydney

yesterday bringing the following as a portion of her United States cargo, viz.: 240 cases of drugs, mostly patent medicines; 44 cases of typewriters—inanimate, of course, (laughter), and supplies, 9 cases of dental goods, 40 cases of boots and shoes, 155 cases of machinery, 41 cases of bicycles in parts, 82 barrels of beer, 55 packages of scales, 28 packages of rubber goods, 261 rolls of newspaper, 12 pianos, 14 organs, 179 bales of cotton, 5,640 crates of onions, 2,030 sacks of flour, 125 cases tinned salmon, 91 cases of fencing material, 60 cases of preserved cream and 76 packages of sundries. The cargo accommodation on the line from San Francisco is totally inadequate to carry the freight."

WHAT THE UNITED STATES SELLS TO AUSTRALIA.

I have said that the United States sells to Australia about \$30,000,000 worth of manufactured products. Of these the following are the principal classes, with approximate amounts:

Agricultural Implements ..	\$1,000,000
Carriages and bicycles	1,457,000
Clocks and watches	298,000
Patent medicines.....	333,900
Cottons	694,000
Canned fish	463,000
Rubber goods	8,455,900
Boots and shoes	2,000,000
Oils, etc	2,000,000
Paper (chiefly printing)....	2,250,000
Manufactures of tobacco ..	2,300,000
Wood, timber and manufactures thereof, including furniture	2,400,000
Iron and steel	200,000
Other goods, including apparel, woolens, &c.	5,000,000

May I be permitted to say in passing that notwithstanding the large importation of patent medicines, the death rate in Australia is only 12, the lowest of any country in the world. (Laughter).

THE AUSTRALIAN TARIFF.

In the list which I have given above it will be seen that the most of the products are such as ought to be profitably exported from Canada. I am told, however, that now different conditions prevail in Australia, and that a high protective tariff has been enacted. It is true that the new tariff as recently adopted by the Commonwealth Parliament is a pretty high one, but that tariff is not by any means the final judgment of the Australian people upon fiscal matters. I am doubtful whether it would have been passed by the Australian Parliament at all had it not been for the fact that the colored labor question in Queensland became a very important element in its discussion and final adoption. A cry has gone up for a white Australia, which has been, of course, very strongly supported by the representatives of the labor elements, and the stand which the Commonwealth Government took upon that question did a

great deal toward enabling them to pass their high tariff, which is certainly very unpopular in many important districts of the country, particularly in New South Wales and Western Australia.

The Senate of Australia, which is elective, is by a large majority favorable to a much lower tariff. Speaking of the Senate of Australia, will you allow me to digress for a moment and to say to you that the gentleman who polled the highest vote in the election for Senators (I refer to Honorable Simon Fraser, one of the millionaire squatters of that country, and who will be remembered here as having been a member of the Colonial Conference, which met at Ottawa in 1891), is a Canadian, having been born in Pictou, N.S. Mr. Fraser's hospitable and beautiful home at Toorak, near Melbourne, is always open to Canadian guests. (Cheers.)

What I would have you understand from what I have said with regard to the conditions there is that the tariff is not by any means fixed, and I should not be at all surprised to see a very important change during the coming few years.

We all know here in Canada how uncertainty of tariff prevents investment, and what the effect was in Canada will no doubt be the effect in Australia as well.

But supposing the tariff to be fixed at the present standard, there will still be very large importations of foreign manufactured goods. This is recognized by Australian statesmen, as is evident from their calculations looking toward large revenues by means of indirect taxation.

In my judgment Australia will always be a large importing country, it is essentially a pastoral and mining country; its population thus far, is small and necessarily scattered; many of the raw materials essential to manufacture will have to be imported; the labor conditions which prevail in some parts there being a minimum wage law, making 7s. 6d., or about \$1 80, the legal wage per day; there are no great rivers or water powers; the special provisions of the constitution for five years, will, to a considerable extent, hamper intercolonial free trade, and the transportation problem is serious. These, Sir, are all matters which will affect the establishment of manufacturing industries and the output of manufactures for many years yet to come.

THE CITIES OF AUSTRALIA LARGE.

Speaking of the population, I may say to you that it is not so evenly distributed as the population of Canada. Take for instance the two states of New South Wales and Victoria. In each of these states the total population is something more than 1,000,000; in New South Wales nearly 600,000 of that population is gathered in the great city of Sydney; and in Victoria over 500,000 of it is centred in the great city of Melbourne.

I took occasion to say to our Australian

friends that while we have to bow to them in the matter of great metropolitan centres, we still were proud of the fact, as Canadians, that our population was more evenly distributed over every section of our country.

It will be apparent to you all that there are many problems, serious and difficult of solution, which arise by reason of the existence of these great urban centres, without proportionately great rural populations behind them. (Cheers.)

GOVERNMENT RAILWAYS.

As regards the transportation question, this presents some very interesting characteristics to Canadians. Government ownership of railways prevails in Australia. Out of a total of some 13,000 miles, about 400 miles only are in the hands of private corporations, and that 400 miles does not affect the great highways between the various centres. The Government railways are in most cases run at a loss, though I think they are freer from political control than they would likely be upon the continent of America. Of course my opinions on the question of political influence upon their management there, is only from very casual observation. But the fact that they are in the hands of Commissioners instead of altogether under the control of the political Ministers, seems to show that my impression is fairly correct.

TRANSPORTATION CHARGES.

The rates of travel are considerably higher than in Canada. The freight rates may be discovered from the tables which I will give you in a moment. They refer to the railways of New South Wales, and are the freight rates upon the staple article of production in that colony, namely, wool.

STATIONS.	WOOL PER TON TO SYDNEY.	
	Miles.	Undumped scoured.
Hay.....	445	\$20.10
Narrandera.....	348	20.10
Jerilderie.....	413	20.10
Albury.....	387	20.10
Corowa.....	404	20.10
Wagga Wagga.....	310	18.42
Harden.....	229	17.82
Yass Junction.....	188	14.82
Cooma.....	266	18.42
Goulburn.....	135	10.80
Moss Vale.....	87	6.96

DIFFERENT RAILWAY GAUGES.

I have spoken about the probability of intercolonial trade being somewhat hampered by the special clause in the Constitution. It appears to me that the same thing will also result from the difference in gauge of the railroads in the various states. The history of the difference seems to be as follows: The Right Hon. Mr. Gladstone suggested to New South Wales when they began to construct their railways that the proper width of the gauge was 4 ft. 8½ in. This suggestion was adopted by the Government of New South Wales of that day. A

little time later, however, an engineer was engaged by that Government who decided that the proper gauge was 5 ft. 3 in., and on representations being made to the Imperial Government, that Government gave its consent to the adoption of the wider gauge. The State of Victoria was notified of the change and accepted the wider gauge also. Shortly afterwards another change was made in the engineer of the New South Wales roads and the incoming officer was very strongly in favor of the 4 ft. 8½-inch gauge. This was finally adopted by that State, but Victoria and South Australia, which had already begun construction on the 5 ft. 3 inch gauge, refused to follow the example of the Mother colony. The results, therefore, are as follows: that Victoria has part of its roads 5 ft. 3 in. in gauge and part 2 ft. 6 in.; West Australia has 3 ft. 6 in. in gauge; New South Wales has all 4 ft. 8½ in. in gauge; South Australia has partly 3 feet 6 inches, and partly 5 feet 3 inches, and Queensland has all 3 feet 6 inches. Going from Melbourne to Brisbane, that is, from the capital of Victoria to the capital of Queensland, passengers and goods have to be twice transhipped. The interference with profitable intercolonial trade, so far at least as the railroads are concerned, will be apparent at once. In time these gauges must and will all be harmonized, but, as you will see, time and a large amount of capital will be required for that undertaking.

A PREFERENCE FOR CANADA.

During the seven or eight months which I spent in Australia I had especially good opportunities of finding out what the sentiment of the Australian people is with regard to a tariff preference for Canada, and I think I am quite within the mark when I say that with proper handling that preference can be got. As I have said, the people themselves are strongly in favor of trade with Canada. It is a great pity, however, that more Canadian public men were not there to observe the progress of the Confederation movement, to express our sympathy with them in that great work, and at the same time to excite their sympathy in return for Canada and its efforts to secure markets. (Cheers.)

Just here I should like to say, too, that I think our Government missed the opportunity of a life time when they did not send to the great ceremonies attendant upon the opening of the Commonwealth Parliament—ceremonies the record of which will live among the great events of the Empire—a company of Canadian soldiers. (Cheers.) Every country was represented there; even Russia sent her warships with messages of friendship and of congratulation, and as I watched from the steps of Parliament House the noted procession, containing the soldiers of the Commonwealth, the British marines, the whites and the Maoris of New Zealand, the representatives of foreign navies, all taking part in that great historic procession,

I was genuinely sorry that some of our Canadian militia, who have so completely won the hearts of Australians by reason of their heroism in South Africa, were not present to receive the cheers with which they would have been greeted. I can well imagine the effect which would have been produced by their appearance with, for instance, at their head Lord Strathcona, who in every corner of British territory is looked upon as one of the Grand Old Men of the Empire. (Cheers.) It was an opportunity to still further increase the friendship between the two colonies which I am sorry was not taken advantage of, though I am not saying this in criticism, for I have no doubt that it was upon grounds of economy that the Canadian Government decided not to take part in that military procession.

ANOTHER OPPORTUNITY.

Still, Sir, the opportunity is not altogether gone. The coronation is coming, and a mingling of representatives from the various colonies will take place in London.

Our Government should take immediate steps to cultivate the friendly sentiment of Australians upon this question. Everywhere I spoke on that subject, before the Chamber of Commerce or elsewhere, my suggestion that there should be a mutual preference between the two colonies—Canada and Australia—was received with cheers. As one of the leading Australians said to me: "We have demonstrated during the last few months that we could fight together effectively, and there is no reason in the world why we cannot trade together effectively."

The people of Australia more than here influence the policy of the Government, and in order to secure the preference the people of Australia must be approached directly. They must be made to understand that it is not wholly a selfish desire upon the part of Canadians, because while we are anxious to receive, we are also willing to give dollar for dollar in return. (Cheers.)

I have shown you my reasons for a large import trade being likely in the future there. I have shown you that Australians themselves recognize it. Someone will get it, and my point is that Canada should get its share of it—a large share of it—and that we ought to get it upon better terms than the people of the United States, providing we are willing, as of course every Canadian is, to give them advantage in return for advantage. (Cheers.)

THE TIME OPPORTUNE.

It is true that we tried negotiations before. The Intercolonial Conference at Ottawa took up the question in as practical a way as possible; but there are two conditions which now exist which did not exist then. In the first place, Canada is better known now here than she was at that time, and in the second place, instead of having five Govern-

ments to deal with, with all the resulting sectional jealousies, we have only one Government, namely, the Government of the Commonwealth, to deal with.

WHAT WE SELL NOW.

In spite of the general indifference which has prevailed in the past with regard to this trade in Canada, I was exceedingly glad to see a large number of Canadian products in the Australian market. McLaren's cheese and Miller's cheese are to be found in large quantities; Bell's pianos and organs are to be seen in almost every district; Toronto Carpet Co.'s rugs are on sale in many of the largest stores of Melbourne and Sydney; the Cockshutt Plow Co. of Brantford are waging a successful trade in many of the colonies; Canadian neckties from Toronto are taking their place beside those of the United States and England; Hees' window fixtures are successfully on the market; Canadian bicycles are the most popular bicycles to be found there; Toronto Silver Plating Co.'s goods are on sale; wall-papers from Montreal, manufactured by McArthur & Co., are popular, and large quantities of British Columbia lumber are to be found upon the market, although unfortunately it is known as "Oregon Pine." It is said there is nothing in a name; but upon this point the old adage is untrue, for by means of the misnomer the United States is being advertised instead of Canada.

I want to especially mention flour. When the new tariff came in the importers of New South Wales, which had been a free-trade colony, and into which considerable quantities of Canadian flour were being taken, decided not to import any more. It is satisfactory to know that the bakers of that colony demanded that the importation should be continued. The hard wheat of our Canadian North-West they found a very desirable mixture with the softer wheat of Australia, and the result of their demand was that the importers had to yield, and so our market for flour there still continues. (Cheers.)

It is creditable to the Massey-Harris Co. that they have an agency in every agricultural centre in Australia, and I fancy if they were to make a public statement with regard to their trade there, they have found it to be most remunerative indeed. I do them only common justice when I say that their implements are exceedingly popular.

To Mr. Larke, our able commissioner in Sydney; to the Massey-Harris firm; to the Canadian Pacific Railway, which has done a great deal to advance Canada in these ports; to the Independent Order of Foresters, which have established themselves in five of the States, and to the efforts of a few gentlemen like Mr. J. P. Murray, of Toronto, who a short time ago took hold of an Australian who came to this continent for the purpose of getting agencies from United States firms, and directed him to Canadian firms whose agencies he secured, is largely due the know-

ledge which Australians have of trade matters in Canada to-day.

THE C.P.R. SENDS A SPECIAL REPRESENTATIVE.

I am glad to tell you that I have in my hand now a communication from the President of the Canadian Pacific Railway, Sir Thos. Shaughnessy, in which he tells me that they have recently sent to Australia Mr. Stitt, an able representative, who will remain there for the purpose of developing freight and passenger trade. It is an important thing to us if we can secure the travel of Australia by our famous route to England. While in Brisbane I had the opportunity of dining with Lord Lamington, Governor of Queensland, who was then about to return home, and of being of service to him in connection with his trip. In a letter which I recently received from His Excellency he tells me that he had no conception whatever of the beauties of the Canadian Pacific route. (Cheers.)

I am sure that the same condition prevails in the minds of most Australians as well as in the minds of untravelled Englishmen. Everyone from either of these countries who has travelled over the Canadian route is a friend of Canada and helps to advertise Canadian resources. I hope the time is near when our fast Atlantic steamship line will be an accomplished fact, and that the highway of travel between the Motherland and Australia may be the Canadian route as it is to-day between China and Japan and the Motherland. (Cheers.)

WHAT WE CAN SELL.

We can sell to Australia spades, forks, axes, plated ware, sewing machines, cream separators, (I saw agents for cream separators from the United States everywhere, but not a Canadian representative) paper products, onions, oatmeal, lumber, Indian rubber goods, boots and shoes and other leather goods, sauces, hosiery, cotton goods, wearing apparel, beer carriages, bicycles, furniture, lumber, carpets, hardware, organs, pianos, artesian well tubing, galvanized iron, paints, varnishes, collars and cuffs, ties, steel products, manufactures of tobacco, malt and many other articles; I found, I am glad to say, Canadian hops exceedingly popular among the brewers of Queensland. In certain seasons of the year large quantities of apples would find a profitable market in the different States, for I am bound to say to you that while the Tasmanian apples have a great reputation, I found no apples in Australia as good as Canadian apples. (Applause.)

I have spoken of a possible trade in beer. I find that in Queensland an importation was made last year of some \$68,000 worth of beer, which came from Seattle and was carried by the Canadian-Australian steamship line (which, by the way, is an excellent line, offering every comfort for travel), while

Canada sold to Queensland only \$381 worth of beer. There certainly is room for a profitable trade in this article of drink, providing, of course, we are not going altogether out of the manufacture of beer. (Laughter).

WHAT WE CAN BUY.

I recognize, Sir, that trade between countries must be largely a matter of exchange. If there is no other reason, it would be manifestly unfair to ask Australia to buy from us unless we can buy from them; and just upon this point I should like to point out to you the fact that our cousins of the United States are not nearly as good customers of Australia as they are caterers for the Australian trade.

The people of that great Commonwealth are anxious to get markets as well as we, and if we are to find markets there we must do our best to give them markets here. And now the question comes, What can we buy from them with mutual profit? Well, they have large quantities of hides to sell: Queensland for instance, where the hides are much improved during the past few years, the destructive tick being about exterminated, has great quantities of these to put upon the market.

In our Province of British Columbia we have large quantities of hemlock timber. It seems to me quite reasonable to suggest that we should have large tanning industries in British Columbia to use our raw material, the hemlock bark, and at the same time use the Queensland raw material, the hides, for manufacture into leather.

Recently we have demonstrated that Canadian leather will hold its own with all competitors, since the goods which we shipped to South Africa have made us a splendid reputation in that regard.

We require wool to keep our great woollen industries going (and I trust that these woollen industries will not for a moment be allowed to languish), and Australia has that wool in great quantities to supply.

If proper accommodation were provided a profitable trade in citrous fruits in certain seasons of the year could be established, for the citrous fruits of Australia ripen at a time when our market here could take them with advantage.

Then there is the important article of raw sugar. This has already been imported with much advantage into British Columbia. At present, I am sorry to say, the sugar industry in Queensland is under a cloud because of the Educational Test Bill, which has recently been passed in the Federal Parliament, which it is feared will prevent the importation of such labor as, it is claimed, is absolutely essential to the prosperity of sugar-planting in that State. I cannot believe, however, that any Government will persist in any policy which is found to be inimical to the interests of so great an industry as the sugar industry in Queensland.

I had an opportunity of visiting all the great centres of that industry in the state I have mentioned. It is really an inspiring sight to stand as I stood upon Sir Anthony's Rest and to look upon 30,000 acres of sugar cane, in the midst of which were no less than eight or nine sugar mills. Altogether Queensland has 110,657 acres of its soil planted with sugar cane, and that quantity is capable of almost unlimited expansion.

I may say parenthetically that the soil adapted to this purpose is largely the rich, red volcanic soil of that state.

The output of sugar reaches 246,000,000 pounds per year, together with over 3,000,000 gallons of molasses. This quantity could be easily trebled or quadrupled with the proper conditions, other than those of soil and climate.

What great faith the citizens of that state have in the sugar industry is explained when I tell you that the proprietors of one of the great sugar plantations which I visited, (namely, that of Messrs. Gibson, at Binerra) are spending at the present time the sum of a quarter of a million dollars in putting in pumps and the reticulation system for the purpose of supplying an irrigation service to their plantation.

HONOLULU'S TRADE.

Just in passing I should like to say as to the importance of cultivating trade with a sugar-growing country, that the little Hawaiian Islands, now part of the United States, and practically consisting of extinct volcanoes, six days out in the ocean from the Pacific Coast, are at the present time producing 690,000,000 pounds of sugar, or practically \$28,000,000 worth; and as a consequence almost wholly of this enormous production of sugar, the United States of America sells \$20,000,000 worth of goods to 140,000 people, which composes the population of the Sandwich Islands.

I have spoken of citrous fruits. There is one fruit by means of which a contribution towards return cargoes could profitably be provided. The soil and climate of Queensland is especially adapted to the growing of pineapples. I was told by the owner of a great pineapple plantation, Mr. Bromley, of Pialbo, that he could produce profitably magnificent pineapples—and they are certainly the best pineapples which it was ever my privilege to taste—at from 16 cents to 24 cents per dozen. The time is coming when these will be canned and put upon the market in the same way that Morton & Co., of London, are putting on the pineapples from other parts of the world in cans; and the time is coming when large quantities of pineapple jam will be made in Queensland for shipment abroad.

The same may be stated of other fruits in Australia, which in quality are equally good with the pineapple, but which I have not time here to mention.

Australia exports, as I have shown you,

great quantities of tallow, and of this Canadians can take a share.

Now I come to the question of woods. The United States have found valuable forests of hard woods in Manilla. The same are open to us in Australia.

The animals of that country are all marsupials, and have the pouch for carrying their young, and the trees of Australia are almost wholly gum trees. Of these gum trees there are one hundred and forty different varieties, and among them are to be found some of the most beautiful woods found in the world.

I may say to you that I have, by the kindness of the Government of New South Wales, Queensland and West Australia, secured samples of these for your museum, and I have also now upon the way between here and Australia some qualities of wood which the Government of that State asked should be used in street paving in Toronto and Hamilton. (Cheers).

Many of the woods which I have mentioned will, I am sure, be found valuable in the manufacture of furniture. They have a beautiful grain and take a finish splendidly.

But even more valuable, it seems to me upon this continent, will be found the Jarrah wood of West Australia. This wood is a variety of gum tree. I have samples of it with me which were lying underground in the streets of Freemantle for from forty to fifty years, and during all that time, though it was by seasons wet and dry, it resisted decay. It also resists the torredo worm, in proof of which I give you the statement of Mr. Cambie, the C. P. R. Engineer at Vancouver, who tells me that they have found that piles put in a wharf nine years ago and recently taken up, were absolutely untouched by that destructive insect. On the Eastern Coast of Canada it is well known that the life of a pile, by reason of the destructive operations of the torredo, is only about five or six years. Could we not profitably, if proper lines of communication were established, employ this wood in our public works on the east coast of Canada, and thus provide return cargoes for ships which would carry the manufactured products of Canadian workshops to the homes of the Australian people.

In West Australia alone they have 8,000,000 of acres of Jarrah, not to speak of the other valuable woods which could be utilized in the manufacture of fine furniture here.

And then again, if we are to consume wines in the future, there is no reason why we should not use some of the Australian wines. They have gone largely into this industry. In 1900, they manufactured no less than 2,858,000 gallons of various classes of wines, many of which are finding a popular market in England. Indeed, so much is that the fact that the colony of South Australia has opened a Government-aided wine cellar in Lon-

don, for the purpose of taking still greater advantage of the taste which has been acquired there for the wine products of the colonies.

HOW SHALL WE CULTIVATE THIS TRADE.

How shall the trade between Australia and Canada be increased? In my judgment the first essential is that we shall put on steamship lines—a steamship line from the eastern ports of Canada via South Africa to Australia. This would carry agricultural products from Canada as well as manufactures, and calling at both of these colonies would be sure to get return cargoes. This, in my judgment, should be done at once.

"CAN WE AFFORD IT?"

Immediately the question comes up, "Can we afford it?" The question that should go before that is, Can we afford to let go by the trade of South Africa and Australia? And speaking of South Africa, every argument that can be used in regard to trade with the Antipodes appeals with equal strength to the question of trade with our fellow colonists in the south of the African continent. Already the United States of America are sending to South African ports \$19,000,000 worth of manufactured goods a year. "Can we afford it?" has been too much the demand in Canada. If we are ever to be a great nation, and to take our place among the nations of the world, it can only be by us taking some chances for the future. (Loud cheers). Some of our Canadians shivered when we built the Canadian Pacific Railway. They feared that we were mortgaging the future beyond recall. Others thought that we were going too rapidly when we spent our millions in connection with our great Canadian waterways. Time has amply demonstrated that these fears were unfounded. The Government that to-day grasps the opportunities for trade with our sister colonies, even at the expense of considerable treasure, will in the future be pointed out as having done that which wise statesmanship was bound to do. (Cheers).

THE CANADIAN AUSTRALIAN LINE.

Secondly, we ought to increase our shipping facilities between Vancouver and Australia. If necessary, give the present line a larger bonus and get them to place upon the route faster and larger ships, and to add, as they are willing to add if encouragement is given them, a line of freight steamers from Australia to Canadian ports. I am sure that such a project will meet with ample encouragement from the Government or Governments of Australia.

You will be somewhat surprised to know that the Spreckels line, running from

San Francisco and which is now permitted to do a coasting trade among Australian States, has been asking for a bonus from the Colonial Government.

I need scarcely say to you that I took pains to say to our fellow-colonists that one of their ships would not be permitted to carry a single passenger or a single package of goods from Honolulu to one of the ports of the United States Pacific Coast. (Cheers).

COMMERCIAL AGENTS ABROAD.

Thirdly, let us have not only one agent in Sydney, but let us have Government representatives in the various centres in Australia. So far as Mr. Larke is concerned, I think he has proved himself to be a valuable representative. His effort in the confederation work there is remembered with great gratitude, and he has the undoubted confidence of the people. I concur that your request that Mr. Larke should, however, be brought home and put in touch with the industries of the present day, which are so much charged from the industries of Canada, as he knew them some years ago.

I go still further, sir, and I say that we should not only have trade representatives in Australia, but that we should have them in South Africa and we should have them in every country where Canadian products, whether agricultural or manufactured, can find a market. I do not mean politicians (laughter), I mean keen-sighted business men, who know their work and will do it. (Cheers).

Instead of having "Enquiries for Canadian trade," we should be pressing our wares, as are the people of the United States of America. The cost would be infinitesimal compared with the advantage. We are building, not for the day, but for the future of a nation, which Canada is bound to be. (Hear, hear).

SHOW ROOMS ABROAD.

4. We should establish in the large centres of Australia ware-rooms supported by the Government of Canada, where exhibits of Canadian manufactured products can be made. For this the manufacturers of Canada might well be asked to supply the samples. The same thing should be done with agricultural products in England. We should have our depots there in the large cities of England, Ireland and Scotland, maintained at the expense of the Government of Canada, where nothing but Canadian products of the very first quality could be placed on sale. This would advertise Canadian products as Canadian products, and while giving us a proper return for the products sold, they would at the same time be establishing the reputation of our productions in the best market in the world.

PROTECT OUR HOME MARKETS.

5. Let us keep our home markets for manufactures safe, so that the manufacturer, while compelled to meet the proper competition necessary to the regulation of prices, is not harassed in such a way that he finds it impossible to reach out for trade elsewhere. Depend upon it, we will meet in the markets of the world the bonused products of other countries. Theory may be all right, but it is conditions that we have to meet, and we have to meet these conditions by vigorous, relentless pushing of our products.

Last year the South Australian Government gave a contract for one thousand miles of wire fencing for the purpose of keeping rabbits out of a certain section of their country. That contract, amounting to \$75,000, went to a German firm by reason of the favorable position in which the Government of Germany places its manufacturers.

RAW MATERIALS.

6. Make the duty on raw material absolutely nothing, or as light as possible.

SEND OUT BUSINESS MEN.

7. Send immediately to Australia, at the expense of the Government of Canada a half dozen or dozen active, practical business men, who will investigate the field in a practical way. I am sure that the C.P.R. would assist in this connection with favorable transportation.

ADVERTISE CANADA.

8. Make Canadian industry known in Australia. We are known there now as a loyal part of the Empire; as "Our Lady of the Snows," and just here I want to say that the building of ice palaces and the advertising of ice carnivals abroad does more than we ever can understand to injure Canada. No one looks upon us in Australia yet as a manufacturing country. We should be known there as such. How shall we do it?

To make Canada thoroughly known in an industrial way in Australia, the Government should have prepared an illustrated description of all the Canadian industries and have that circulated in every part of our sister colony. A mere list of manufacturers and their wares will not do. What is wanted is something that by its appearance in the way of illustration will impress the minds and direct the attention of those to whom the information would be useful.

BRING AUSTRALIANS HERE.

It would be a wise plan also to invite a number of prominent Australian business men to visit Canada, to extend to them the hospitality of the Dominion in their visits to the various provinces, in order that they might get in touch with our industries.

I think, indeed, the time is ripe and very ripe for a conference of representatives of Canadian Boards of Trade and Australian Chambers of Commerce.

MUSEUM OF MANUFACTURES.

9. Leaving the particular subject for a moment and going into the general field, I think it would be a wise expenditure of money to have opened here in Canada a permanent museum or exhibition of manufactured goods required by other countries. You will see at a glance the value of this. The manufacturer may have a vague idea as to what is required in the way of export goods, but has no definite information. In consequence, he must either work in the dark or at a very considerable private expense procure the information which could be given by an institution such as I have referred to. It is impossible to manufacture for a foreign market acceptably without knowing what to manufacture. For instance, it would be useless for Mr. Tuckett with all his great skill as a manufacturer of tobacco to send his chewing tobacco and his Myrtle Navy smoking tobacco to Australia. In the first place the chewing tobacco would remain unsold, because not one person in a thousand chews tobacco, and in the second place hardly anyone smokes in that country tobacco so light colored as the brand to which I have referred.

LET US FOLLOW JAPAN.

This may seem like a very formidable list of expenditures for the public to make, but in every one of them the money would be wisely spent. Let us take to ourselves the example of Japan; a nation which in the last few years has sprung into prominence among the nations of the world. She is taking advantage of every opportunity, her ships ride on every ocean and trade at almost every port.

WHAT MANUFACTURERS SHOULD DO.

The manufacturers themselves ought to thoroughly investigate as to what is required in Australia before they ship there. There is no use in shipping sleighs there, of course, because they are not used. The stoves which are required for our climate are not needed for theirs.

HONEST METHODS.

They ought to be cautious, too, that the shipment is always as the sample. There must be no large apples on the top of the barrel, with small ones below. Once you win the confidence of our Australian fellow-subjects, they will be your friends; once forfeit it, and your trade is gone.

EMPLOY YOUR OWN AGENTS.

Next, I would advise sending either individually or jointly your own agents,

who will be exclusively connected with your class or classes of trade. To trust your business in the hands of agencies upon the ground, would probably mean ill-success; and, do not give agencies to men who have a multiplicity of such. In trying to attend to all they fail in all. I have in my mind now one gentleman from Toronto who went to Australia with splendid prospects, but who has failed, by reason of the fact that he has too many agencies to give any one of them sufficient energy to make it a success.

STUDY TO PLEASE.

Next, study the wishes of your patrons. It is easier to fall in with their wishes than to educate them to your wishes or tastes. If the rancher of Queensland wants a canvas water-bag, there is no use in trying to sell him a tin can. If the Sydney cabman wants a hansom, there is no use in trying to sell him a surrey. If the Melbourne cabman desires a wagonette, there is no use in trying to sell him a hansom. (Laughter).

If they want, as they do almost universally, fluted or corrugated galvanized iron, there is no use in trying to sell them the flat article. It will benefit you nothing to try and sell the ordinary Canadian bedstead in Queensland, because every Queensland bedstead must have the high posts and the mosquito nets.

Permit me to quote to you from a report written by the German Consul-General at Sydney to his home Government, in which he says: "In seeking for the reasons why the imports of the United States goods have increased so rapidly, the Consul finds that it is not merely the capabilities of the United States factories and the quality of their manufactures that explains the phenomenon. He points out that the United States manufacturers and merchants have pushed their trade in Australia with praiseworthy energy and persistence, and this, together with their willingness to meet the wishes of Australian buyers, has led to the great increase of American trade there."

CONCLUSION.

Already, gentlemen, I have detained you too long. The subject is to me one of great interest, however, and the attention with which you have listened to my remarks shows me that it is one in which you are deeply interested as well.

I am perfectly satisfied that the direct benefit of more attention upon the part of the Government and upon the part of manufacturers to this trade would result in great benefit directly to Canada. Indirectly it is bound to benefit us in a large measure, too.

PREFERENTIAL TRADE.

Public sentiment is changing in England rapidly. Australia, South Africa, and

Canada are on every lip and in every press.

It seems to be practically understood now that no great and important steps in connection with the Empire's relation to the world will be taken in the future, until the sentiment of the colonies is consulted. (Cheers). We are bound in the very nature of things, without even demanding it, to have a hand in the fashioning of Imperial policy. A man stands at the head of the Colonial Department with the broadest sympathies for all the hopes and aspirations of colonial existence. Freely it has been suggested that if a war-tax should be placed upon foreign provisions the colonies should be exempt therefrom.

It would be vain to attempt to estimate the value of such a preference to the ranchers of Australia and to the farmers of Canada. We hear suggestions constantly, let us fill up our Canadian North-West. With such a recognition by the Empire, the North-West would soon be filled and its millions of acres of fertile soil now lying waste would be contributing their share to our common wealth. The closer the colonies are themselves together, the sooner this great boon will come.

During the past harvest that great portion of our Dominion has begun to show what it can do. A sensation was caused in Australia, I may tell you, when the figures of the North-West harvest were published there.

Let us have settlers there by all means, but the Motherland should help us secure these settlers; first, by the preference policy to which I have referred, and secondly by undertaking actively to direct the trend of our emigration to colonial shores.

It is hinted that the policy of the Imperial Government will be to settle the South African question by spending public treasure in planting British settlers on the South African veldt.

May we not hope that the same policy will be pursued to some extent at least with regard to our great areas, which are now opened up for settlement. If Britain will send her sons to us they will continue not only sons of the Empire, but they will devote their energies, both they and their descendants, to increasing the wealth of the British people. (Cheers).

England has been lethargic too long in this matter, and she has begun to see her mistake; and in every way that we can properly impress upon her either by our own efforts or by the united efforts of various colonial communities the desirability of sending her overplus population to us and to the other outposts of the Empire, the better it will be for us, and the better it will be for her.

I desire to close, sir, as I began, by expressing my thanks for the charming

hospitality which was extended to me upon Australian shores and by an expression of my pleasure that upon the other side of the world and under the southern cross, I found as stout-hearted Britishers as are to be found here under the Northern Star. (Cheers). Their friendship for Canada is warm. I said to them that we should be glad to have them come and see us, that we should be glad to show them our great golden fields of harvest, our majestic mountains, our great rivers, our industrial cities, and above all, to demonstrate to them that here in a somewhat colder climate than **their own, hearts would be found as warm to greet them as their own.** I am sure that in extending that invitation to them, I expressed your sentiments, your wishes and your desires, as I know I express your sentiments, your wishes and your desires also, when I quote to them in conclusion these words of a Canadian writer:

Oh! distant land of southern clime;

With golden fields and pastures wide,
Whose shepherds sing at eventime,

The stirring songs of Britain's pride.
Whose sons are brave; whose hearts are true;

Whose arms are strong; whose hopes are high;

A fervent prayer, we lisp for you;

God grant you strength, as years go by,
To call out o'er the widening seas,

To ports of Empire far amain,

In accents borne on every breeze;

"We are not twain, we are not twain,"

A wider Empire has begun,

At last in truth we are but one; we are but one!"

(LOUD CHEERS).

Throughout his address, which, from beginning to end was eloquent and statesmanlike, the Doctor was vigorously applauded. His whole souled Canadian spirit awakened the enthusiasm and won the admiration of every one present, while his splendid forceful sentences carried home the facts he sought to impress.

VOTE OF THANKS.

In rising to move a vote of thanks to the speaker, Mr. James P. Murray, Chairman of the Association Reception Committee, was warmly received. We regret that a crowded issue prevents the publication in full of his stirring remarks. Mr. Murray, in referring appreciatively to the address of the evening, expressed the wish that it would be followed by immediate practical measures on the part of Canada. Having heard the assurance that Australia's doors are open to us, let us awake and reach forward to meet the spirit of the age.

The situation demands prompt action from the Canadian Government, particularly in the defence of home industries and the improvement of our ocean transportation. We might do well to study the energy and activity of

our cousins to the south of us. We might call them cousins-germain—certainly cousins within the degrees which forbid closer union. (Loud applause.) We may be proud of our country, and we have reason to be, but if we had the right kind of pride, we would be making for ourselves what we have all along been buying from them. Mr. Murray read an interesting article from the *Saturday Evening Post*, showing the attitude of the United States towards Canada. The U. S. recognizes our markets and our resources as second only to their own in the Western Hemisphere, yet we are seemingly indifferent to the magnitude of our opportunities and our position.

He closed with an earnest appeal for the advance of Canadian industry in the British Colonies beyond the seas.

The vote of thanks was ably seconded by Mr. P. W. Ellis, ex-President of the Association, in one of his characteristically practical speeches. Mr. Ellis emphasized several important suggestions pointed out by Dr. Montague, especially the need, in the extension of our trade, of studying our foreign markets, and giving them exactly what they demand. The advantages to Canada of a preference in the Australian market can scarcely be estimated. Not only would it be an inseparable bond of empire, but it would bring to Canadians the additional satisfaction of distancing their rivals to the south. It is a matter of great regret that there are more than 1,000,000 Canadians in the United States. They have not been attracted there by agricultural advantages, but because of opportunities afforded by the commercial prosperity of the country, and it is only by fostering and building up our own industries that we can expect to retain our sons, and present this exodus. In Australia, we have a magnificent opportunity. Our fellow-subjects there have shown a disposition to take us by the arm, whereas the Republic to the south, even though we are numbered among their very best customers, are making their best efforts to take us "by the leg." (Cheers).

In the meantime much depends upon the manufacturers. The country must be educated to the needs of the day, and never was there greater need for direct and united action than at the present time. The Association exists for the development of Canada, and for the interests of every Canadian manufacturer. To join its ranks not only raises the dignity of the individual firm, but encourages the advance of Canadian industries. Let us unite, from city, town and countryside, strike together from one common centre, and secure for ourselves and for our country our rightful trade with our sister colonies.

The vote of thanks, which was carried by a standing vote amid hearty cheers, was acknowledged by the eloquent recipient, in a few well chosen sentences.

Mayor Hendrie, on behalf of the City Council, welcomed the Association to Hamilton, and expressed the hope that they would come often.

After a hearty vote of thanks to the chairman of the evening, moved and seconded in neat speeches by Messrs. J. V. Teetzel, K.C., and W. K. George, one of the most pleasant and profitable meetings of the Association was closed by singing the National Anthem.

THE WEST INDIES TRIP.

The members of the Association will follow with interest the trip now being taken by our President, Mr. Robert Munro, and the Assistant Secretary of the Association, Mr. J. F. M. Stewart, who are both making a trip to the West India Islands for the purpose of investigating the openings for Canadian trade. With them go some five other representatives of Canadian manufacturing houses, so that the Canadian contingent should make a considerable impression on the West India merchants.

They had intended leaving Halifax on the 27th January, but owing to the break down of the Orinico, are compelled to sail from Halifax on the Oruro on February 10th. The Islands visited will include Bermuda, St. Kitts, St. Lucia, Barbadoes, Trinidad, and British Guiana, then returning via the Island of Jamaica.

A large number of the members of the Association availed themselves of the opportunity to secure information through the Association's representative, and send catalogues and price list for distribution, and also outlined the character of information they wish to obtain from the Islands.

Mr. Munro and Mr. Stewart should return to Canada in the month of April.

ACKNOWLEDGMENTS.

The Association Office is indebted to many of the members for Catalogues, Calendars, &c., received during the last month. Among others we acknowledge bright, up-to-date Catalogues from A. Ramsay & Son, Paint-Makers, Montreal, and the Morden Manfg. Co., of Toronto; calendars from Rhodes Curry & Co., Amherst, N. S., The Dominion Dyewood and Chemical Co., Toronto, The Robert Mitchell Co., Ltd., Montreal, and Wickett & Craig, Toronto; and Memo. Books from The Toronto Carpet Manufacturing Co., and The Standard Silver Co.

We have just received from Mr. R. Dawson Harling, representing the Manchester Ship Canal Co., a handsome souvenir of the Port of Manchester. The production is an illustrated history of the Manchester Ship Canal, which was begun in 1701. The illustrations descriptive of many harbor and city scenes are exceedingly fine. The book is of large size, handsomely bound in cloth and makes a valuable addition to our Association Library.

MEMBERS' BUSINESS DIRECTORY.

The attention of members is invited to the desirability of having a business card inserted under one or more headings in the following columns. Only one inch space is allowed to a firm under one heading, but a firm may be classed under as many headings as are necessary to describe its business. A ready reference to the industries represented in the Association is by this means possible.

ACCOUNT BOOKS.

The Brown Brothers, Limited,

51-53 Wellington West, TORONTO,

Manufacturers of Account Books, Leather Goods, etc. Stationers and Bookbinders.

ACCOUNT BOOK PAPER

The Rolland Paper Company

Quebec, MONTREAL, Toronto

Makers of Account and Ledger Papers, "Super-fine Linen Record," "Canadian Linen Ledger," "Earncliffe Linen Ledger," Grand Prix, Paris, 1900.

AGRICULTURAL IMPLEMENTS.

David Maxwell & Sons,

ST. MARYS, ONT.

Manufacturers of Harvesting Machines, Stock Raisers' Implements and General Farm Machinery.

ARCHITECTURAL & ORNAMENTAL IRONWORK.

Canada Foundry Company, Limited,

Head Office and Works, TORONTO, ONT.

District Offices: Montreal, Halifax, Winnipeg, Vancouver, Rossland.

Beams, Channels, Columns, Angles, Plates. Grills, Fences, Railings, Bank Fittings, etc. Designs sent on application.

AXES.

Dundas Axe Works,

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P. Bertram, Manager.

Manufacturers of all kinds of Chopping Axes, making a specialty of quality and finish.

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Dick, Ridout & Co.,

77 York Street, TORONTO.

Manufacturers of Jute and Cotton Bags, Hessians, Twines, &c.

The Canada Jute Company, Limited,

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TORONTO.

Manufacturers of "The Jones Underfeed Mechanical Stoker," the only practical and theoretical medium by which smoke may be prevented and a large saving in fuel absolutely effected.

STATIONERY.

Newsome & Co., Limited,
37 Adelaide St. East, TORONTO.

General Stationers, Printers, Lithographers and Embossers.

STOVES.

The Gurney-Tilden Co., Limited,
HAMILTON, CANADA.

We are makers of the celebrated "Souvenir" Stoves and Ranges for wood or coal, etc., etc. Catalogues on application. We solicit correspondence.

Telephones, Annunciators, Etc.

Ness, McLaren & Bate,
419 St. James St., MONTREAL, CAN.

Mfrs. of Telephone and Switch Boards, Annunciators for hotels, elevators, residences, etc. Telegraph Instruments and Fire Alarm Apparatus. (All our goods are guaranteed fully.)

TRADE JOURNALS.

The MacLean Publishing Co., Limited,
MONTREAL AND TORONTO.

Trade Newspaper Publishers.
The Canadian Grocer.
The Dry Goods Review.
The Hardware and Metal Merchant.
The Bookseller and Stationer.
The Printer and Publisher.

The Monetary Times,
62 Church St., TORONTO.

If there be one cause more than another why this Journal stands highest in the estimation of the commercial community it is that The Monetary Times has always been found trustworthy. The fearlessness of its editorial treatment of wrong business methods could not be exercised were it not for a system of securing absolutely reliable information.

THRESHERS AND ENGINES.**Sawyer & Massey Co'y, Limited,
HAMILTON, CAN.**

Threshers and Engines, Stone Crushers, Stone Spreading Wagons, Wheelers and Drag Scrapers, Plows, Steam and Horse Rollers, Road Graders, etc.

TRUNKS AND BAGS.**The M. Langmuir Manufacturing
Co. of Toronto, Limited.**

Trunks and Travelling Bags, Telescope Cases, Suit Cases, etc. Steel Sample Cases.

J. Eveleigh & Co.,**MONTREAL.**

Manufacturers of Travelling Requisites of every description.
Steel Commercial Trunks a specialty.

TYPEWRITERS.**Creelman Bros. Typewriting Co.,
15 Adelaide St. East, TORONTO.**

Sole dealers in "Underwood" Typewriters; also all other makes, new and second-hand: manufacturers of new-style duplicating and supplies. Write for price list.

VARNISHES.**The Imperial Varnish & Color Co.,
TORONTO. Limited.**

Manufacturers of Fine Varnishes, Japans, Enamels, etc.

WATCH CASES.**The American Watch Case Co., Limited,
TORONTO, CANADA.**

Largest Watch Case Factory in the British Empire. Manufacturers of Gold, Silver, Gold-filled and Nickel Watch Cases of every style and size. Goods marketed exclusively through the wholesale trade. Correspondence solicited.

WIND MILLS—STEEL.**Goold, Shapley & Muir Co., of Brantford,
BRANTFORD, ONT. Limited**

Roller-Bearing Galvanized Wind Mills, Pumping and Power, Galvanized Steel Derricks and Flag Staffs, Grain Grinders, Iron and Wood Pumps, Water Pipe and Tanks, Custom Galvanizing.

Ontario Wind Engine & Pump Co.,**Atlantic Ave., TORONTO, Limited**

Manufacturers of Galvanized Steel and Standard Halladay Wind Mills, Pumps, Tanks (all sizes), Grinders, Water Supply Material of all kinds. Foundry and Galvanizing orders promptly attended to.

WIRE.**The B. Greening Wire Co'y, Limited,
HAMILTON AND MONTREAL.**

Manufacturers of Wire Rope, Wire Cloth, Wire Chain, Perforated Metals, etc.
Catalogues on application.

WIRE WORK.**The Geo. B. Meadows Toronto Wire, Iron
and Brass Works Co., Limited,**

Established 1854. Office, 117 King St. West,
TORONTO, ONT.

Wire Cloth, Wire Work, Ornamental Wrought Iron Work, Fencing, Bank and Office Railings, Window Fixtures, Elevator Guards, Mining Screens, Riddles, etc.

WOOD WARE.**Taylor, Scott & Co.,
TORONTO, CAN.**

Manufacturers and Exporters of Washboards, Woodenware, Brooms, etc.
Write us for prices.
Cable address, "Woodenware," Toronto.

WOOD SPECIALTIES.**Seaman, Kent & Co.,
TORONTO.**

Manufacturers of Window Blinds (Shutters), Fly Screens, Rolling Partitions, Rolling Fire-proof Shutters, Dowels, Handles, Balls, Spindles, Fancy Grills, Advertising Novelties, Art Furniture, etc.

WOOLLENS.**The Paris Wincey Mills Co.
PARIS, ONT.**

Manufacturers of All-Wool and Union Flannels, Coat Linings, Tweeds, Serges, etc.

INSURANCE.**Guardian Fire and Life Assurance Co.,
Limited, of London, England.**

Subscribed capital, \$10,000,000
Paid-up capital, 5,000,000
Invested funds exceed 23,500,000

E. P. Heaton, Manager, Montreal.
H. D. P. Armstrong, General Agent, Toronto.
Mark H. Irish, Inspector.

COMMISSION MERCHANTS.**Commission Merchants.**

To Canadian Manufacturers:—We shall be pleased to act as your agents in the State of South Australia, absolutely on a commission basis, and are in a good position to introduce your goods. Satisfactory references given, and correspondence invited.

W. P. Wicksteed & Co.'y, 1 and 2 Pirie Chambers, Pirie Street, Adelaide, South Australia.

The
Canada
Paint
Company,
Limited

Paints for railways
Varnishes for railways
Colors for all purposes

THE LARGEST MANUFACTURERS
.. IN THE ..
DOMINION OF CANADA.

CARRIAGE
PAINTS
A
SPECIALTY

The
Canada
Paint
Company,
Limited

Rating of Foreign Firms

THE CANADIAN MANUFACTURERS' ASSOCIATION

Desires to remind members that its COMMITTEE
ON COMMERCIAL INTELLIGENCE has arranged
to obtain

FIRST-CLASS FINANCIAL REPORTS ON FOREIGN FIRMS

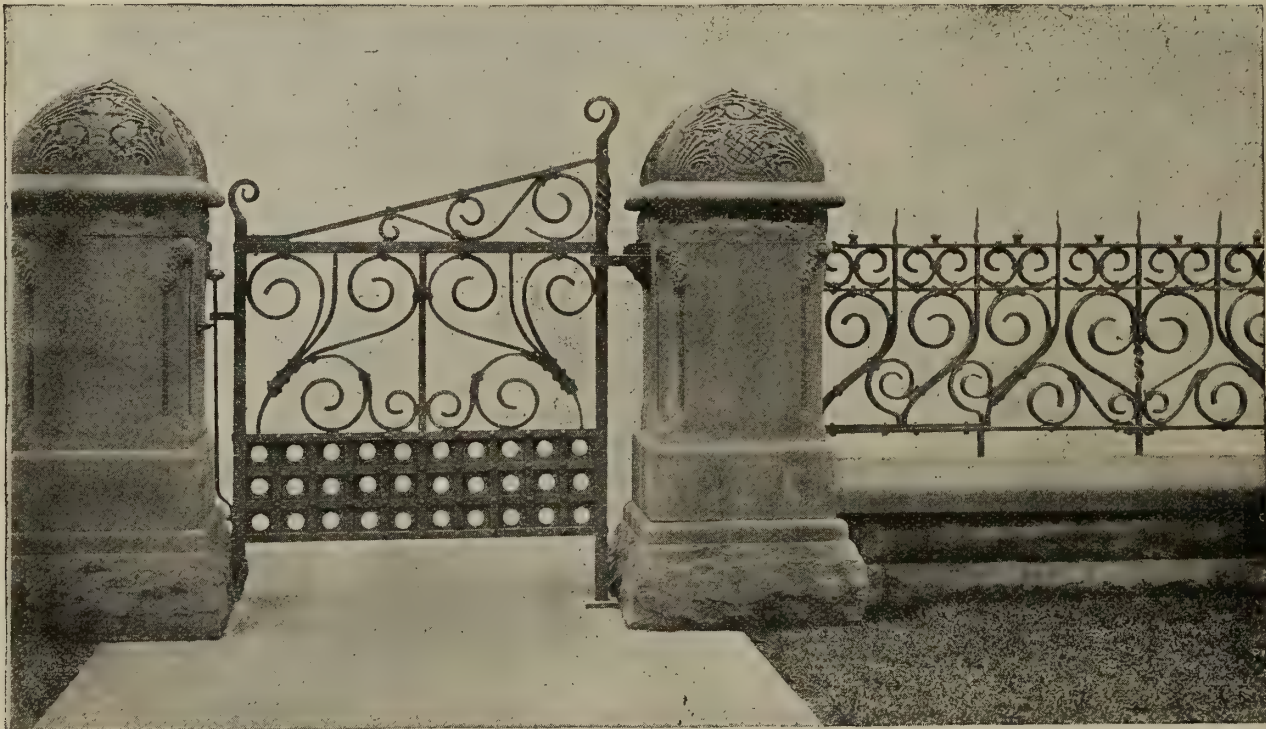
At the Minimum of Cost.

These arrangements provide for the securing of
reports from TWO SEPARATE AND INDEPENDENT
SOURCES, thus assuring specially reliable information.

CANADA FOUNDRY COMPANY Limited.

Ornamental Iron Department Hammered Leaf and Art Ironwork

OF ALL DESCRIPTIONS.



Fences, Grills, Elevator Enclosures,
Stairways, Office Railing,

Decorative Features in Wrought or Cast Iron for Architectural purposes.

Designs Furnished if desired. --- Send for Bulletin No. 2.

OFFICE AND WORKS - TORONTO, ONT.

District Offices:

MONTREAL

HALIFAX

WINNIPEG

VANCOUVER

ROSSLAND

Canadian Manufacturers

WHO WISH TO ADVERTISE
IN THE

... British Market

Address RATCLIFFE, DUNBAR & CO.,

Advertising Agents and Contractors,

1 Lombard Court, Lombard Street, LONDON, E.C.

ESTABLISHED 1849.

FOREIGN LANGUAGES

BUREAU

The Canadian Manufacturers' Association desires to announce to its members that it has arranged for the translation of correspondence, circulars and catalogues into any modern commercial languages.

Any work of this kind will receive prompt attention at reasonable rates. Special estimates will be furnished on any lengthy work.

ADDRESS

CANADIAN MANUFACTURERS' ASSOCIATION,
TORONTO.

Canadian Agencies for South Africa.

Albert N. Reay is leaving for South Africa on or about March 1, to push Canadian goods in that market. He has already secured several agencies but is looking for the agencies of two or three other Canadian manufacturers who want an energetic South African representative.

For information,

Address—

Albert N. Reay,

99 St. Francois Xavier St., Montreal, Que.

The Polson Iron Works Toronto

Engineers

Boiler Makers

and

Steel Ship Builders

WORKS AND OFFICE :

Esplanade Street E., : TORONTO, CANADA

*The Australian
Trading World* Established 1886.
PRICE, 2D.

WEEKLY—THURSDAY.

The large and influential circulation which the AUSTRALIAN TRADING WORLD now enjoys in the Commercial and Financial world places it in the front rank of newspapers devoted to the Australasian Colonies.

TRADE REPORTS ARE A GREAT FEATURE.

The very best medium for the advertisements of those desiring business with Australasia.

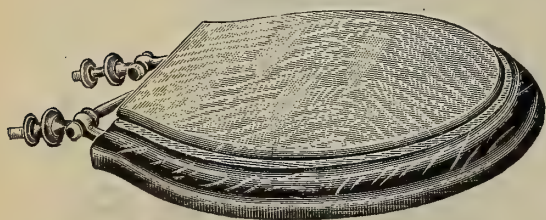
Special Articles by Eminent Writers.

Subscription, 10s. per annum, including postage. Editorial and Publishing Offices, 166 and 167 Palmerston Buildings, Old Broad Street, London, E.C.

*For Home and
Export Trade.*

**ORGANS :: ::
STOOLS
MUSIC CABINETS
OFFICE DESKS
CLOSET SEATS**

HIGH AND LOW TANKS



HOME OFFICE:

The Goderich Organ Co.
GODERICH, ONTARIO

SHEET METAL FRONTS

**IF YOU
WANT**

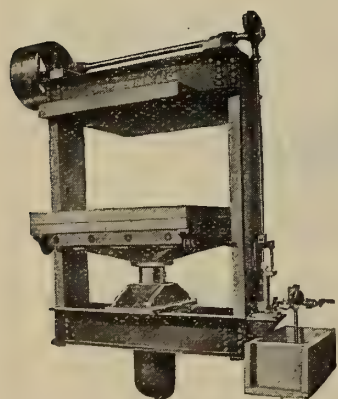
Any building to have an attractive appearance—perfect fire, damp and cold-proof protection, and pleasing durability—without costing much, use our SHEET METAL FRONTS, made complete with cornices, door and window caps, etc., in pleasing, artistic effects.

A remarkably satisfactory and economical finish for new buildings or improving old ones.

Send for our catalogue if you're interested in our practical building information.

**THE METALLIC ROOFING CO.,
LIMITED,
MANUFACTURERS TORONTO.**

M. R. CO



Hydraulic Presses

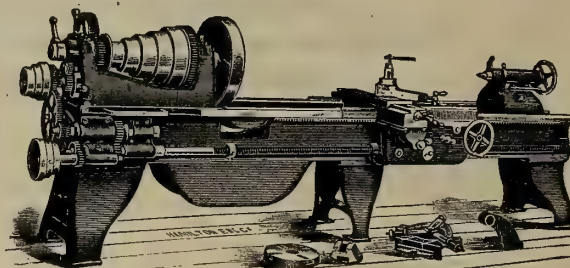
WE BUILD ALL KINDS
FOR ALL USES.

Filter Presses.

Packers' Machinery.

William R. Perrin & Company,
Toronto

Machine Tools



For working Iron, Steel or Brass; Pulp and Paper Mill Machinery

The John Bertram & Sons Co., Limited
DUNDAS, ONT.

Canadian Manufacturer!

Do you use Canadian Paper?

"The Superfine Linen Record"

A beautiful WOVE pure linen paper of great strength and durability.

Made in all weights, thicknesses and sizes—white or azure.

Heavy weights for Account Books, &c.

Medium weights for Insurance Policies, Debentures, &c.

Light weights for Letter Paper, Envelopes, &c.

**THIS PAPER TOOK GRAND PRIZE
AT PARIS, 1900!**

MADE ONLY IN ONE QUALITY, ASK FOR IT.

The ROLLAND PAPER CO.

HIGH GRADE PAPER MAKERS.

Quebec - MONTREAL - Toronto.

The Queen City Oil Co., Limited



SAMUEL ROGERS, Pres.
WHOLESALE.

TORONTO

FINE LUBRICATING

"CAPITOL" CYLINDER

"RENOWN" ENGINE

"ATLANTIC" RED

AND

R.R.R. DYNAMO

OIL



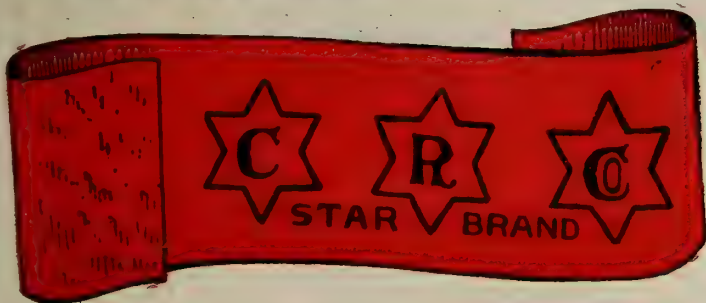
FOR
WASHING
CLOTHES
IRONING
SEALING
FRUIT
IN CANS

A full line of VACUUM OILS
LEATHER OILS and GREASES

"SARNIA" LAMP OIL AND
GASOLINE

"C. R. Co." STAR

See the Trade Mark
on every piece



RED RUBBER PACKING

A High Grade Packing. "The Best is Cheapest" applies to your work and this Packing. "Time is money." No time lost re-packing joints.
SPECIALLY ADAPTED FOR HIGH PRESSURE

For Sale by the Trade and

The CANADIAN RUBBER CO.

MONTREAL TORONTO WINNIPEG

We are _____

MANUFACTURERS OF

Plumbers' Wood Supplies

TO THE WHOLESALE TRADE ONLY

WRITE FOR PARTICULARS.

Boston Wood Rim Co. Limited,
TORONTO

ROBERT CROOKS & CO.

STOCK EXCHANGE BUILDING,
Montreal

GENERAL IMPORTING
AND EXPORTING MERCHANTS

—AND AT—

Cape Town
Port Elizabeth
Durban
Johannesburg } **South Africa**

INVITE CORRESPONDENCE with large Canadian Producers and Manufacturers, to act as agents in South Africa, and solicit consignments.

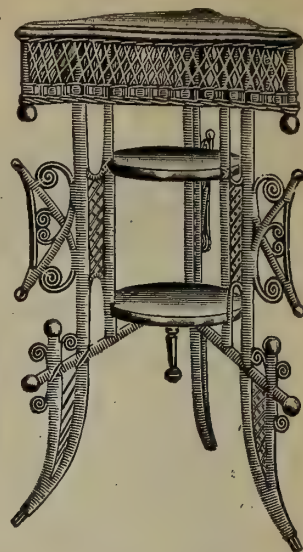
OFFICES ALSO AT

LIVERPOOL }
 LONDON } ENGLAND

NEW YORK }
 CHICAGO } U.S.A.

Cables: "ROBCROOKS."

Are you interested in—
 Childrens Carriages and
 Go-Carts, Reed and
 Rattan Furniture,
 Childrens Waggon, Boys Velocipedes,
 Girls Tricycles,
 Doll Carriages, &c.

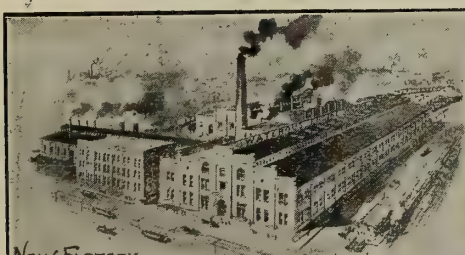


If so we would be pleased to mail you our catalogue and quote prices.

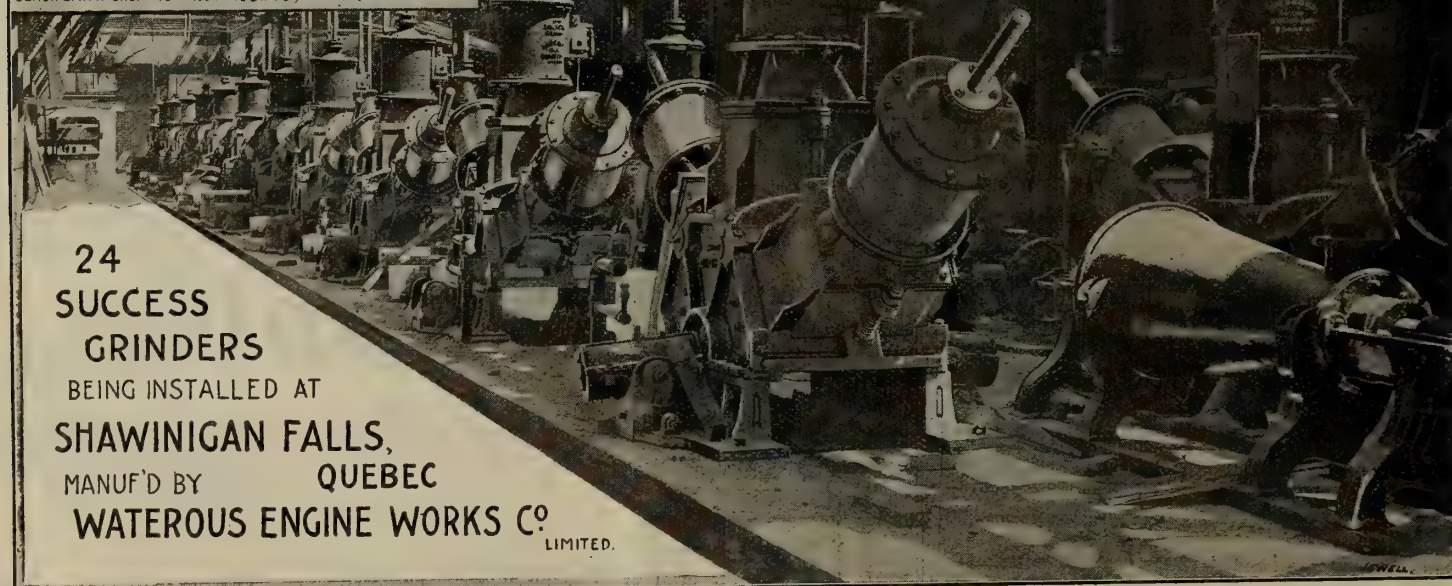
We are certainly headquarters for above goods.

Let us have your address if you are not already a customer.

—THE—
Gendron
Mfg. Co.
 LIMITED



NEW FACTORY
 BUILT IN 1895 SINCE THEN THE FOLLOWING EXTENSIONS HAVE BEEN MADE.
 MACHINE SHOP LENGTHENED 140 FT. NOW 440 x 120
 BOILER SHOP 100 FT. NOW 220 x 80 WITH CORRESPONDING INCREASE
 MOULDING SHOP 100 FT. NOW 180 x 80 IN EQUIPMENT.
 BLACK SMITH SHOP 40 FT. NOW 100 x 40



24
SUCCESS
GRINDERS
 BEING INSTALLED AT
SHAWINIGAN FALLS,
 MANUF'D BY **QUEBEC**
WATEROUS ENGINE WORKS CO.
 LIMITED.

WE ALSO SUPPLIED 26 TENPLATE SUCCESS SCREENS, 13-72" WET MACHINES AND A COMPLETE PULPWOOD PREPARING PLANT, HAULUP CUTTING OFF SAWS, BARKERS AND CONVEYORS.
 WE BUILD SAWMILLS OF ALL CAPACITIES, PORTABLE OF 3000 TO LARGE MILLS OF 200,000 DAILY,
 BAND AND CIRCULAR ALSO PONY BAND MILLS, MOST MODERN DESIGNS WE MANUFACTURE
 ROAD MAKING MACHINERY
 FIRE FIGHTING APPLIANCES

WATEROUS BRANTFORD CANADA

INDUSTRIAL CANADA

ISSUED BY

The Canadian Manufacturers' Association.

"There be three things which make a nation great and prosperous: A fertile soil, busy workshops, and easy conveyance for man and goods from place to place."—Bacon.

VOL. II.

TORONTO, MARCH 1, 1902.

No. 7

THE CANADIAN MANUFACTURERS' ASSOCIATION.

HEAD OFFICE: Board of Trade Building, Toronto.

BRANCHES: Temple Building, Montreal; Board of Trade Building, Winnipeg; 500 Granville Street, Vancouver, B.C.

AIMS.—To promote the interests of Canadian manufacturers and exporters.

To secure by all legitimate means the aid of both Public Opinion and Government Policy in favor of Home Industries and the promotion of Canadian manufacturing enterprises.

To enable those engaged in all branches of Canadian manufacturing enterprises to act in concert as a united body whenever action in behalf of any particular industry or of the whole body becomes necessary.

TERMS OF MEMBERSHIP.—"Active membership in the Association shall be open to individuals, firms and corporations actively engaged as manufacturers who subscribe to the terms of this Constitution and contribute to the treasurer the annual dues required.

"Every candidate for active membership shall sign an application for membership, which shall be signed by an active member, as his proposer, and by another active member as his seconder, and which shall be forwarded to the secretary. Such application shall be acted upon at the next meeting of the Executive Council, after report by the Reception and Membership Committee."

FEES.—The fee for each active member shall be ten dollars (\$10) per annum, payable in advance.

OFFICERS:

PRESIDENT:

Robt. Munro, The Canada Paint Co., Montreal,

FIRST VICE-PRESIDENT:

Cyrus A. Birge, The Canada Screw Co., Hamilton.

ONTARIO VICE-PRESIDENT:

W. K. George, The Standard Silver Co., Toronto.

QUEBEC VICE-PRESIDENT:

J. J. McGill, Canadian Rubber Co., Montreal.

NEW BRUNSWICK VICE-PRESIDENT:

C. J. Osman, The Albert Manufacturing Co., Hillsboro, N.B.

Any further information relating to the Association will be gladly furnished on application to the Secretary.

NOVA SCOTIA VICE-PRESIDENT:

D. W. Robb, The Robb Engineering Co., Amherst, N.S.

MANITOBA VICE-PRESIDENT:

F. W. Thompson, The Ogilvie Milling Co., Winnipeg, Man.

BRITISH COLUMBIA VICE-PRESIDENT:

J. Hendrie, The British Columbia Mills, Timber and Trading Co. Vancouver, B.C.

TREASURER:

Geo. Booth, The Booth Copper Co., Toronto.

SECRETARY:

T. A. Russell, Toronto.

Industrial Canada.

Issued monthly as the official publication of the Canadian Manufacturers' Association, and devoted to the advancement of the commercial prosperity of Canada.

Industrial Canada circulates to

1. All Members of the Canadian Manufacturers' Association.

2. The British Consuls, the world over.

3. Chambers of Commerce in the United Kingdom.

4. Foreign and home exchanges.

5. Miscellaneous subscribers at home and abroad.

RECEIVED BY MEMBERS FREE. Subscription price to non-members \$1 per year.

Advertising rates on application.

Address all communications, subscriptions, advertisements, etc., to

Secretary,

Canadian Manufacturers' Association,
Head Office, Toronto, Canada.

We would like to impress
Reach Out. upon the members of our Association how great are their opportunities at the present moment. No doubt the preservation of our "home market" depends, to some extent, upon the

tariff adopted and changed from time to time by the administration at Ottawa. But the "home market" is only one of the many doors open to Canadian enterprise. It represents only about six millions of people, while from across the seas, markets, whose capacity we will be years finding out, and whose value we have never dreamed of, are calling for the products of the Dominion. The past few years have developed a unity in the Empire which we never knew before. We have just begun to recognize ourselves. Britons have had a glimpse of what the future may mean,—that the open commercial doors which we have unlocked for the world may be closed to everybody but ourselves,—that the foreigner must be compelled to obtain at least an admission ticket on terms which we may determine. This alliance of interests is already a mighty factor in moulding the export trade of Canada. Australia wants our manufactures. We heard her message in the recent able address of Dr. Montague. New Zealand, where very little is manu-

factured, is calling loudly for Canadian goods. Our representative there, Mr. de Schryver, writes, saying: "Stir up your manufacturers. Tell them to send samples at once, or the trade will soon be in the hands of the United States." The West Indies will give us the preference every time, and there is a splendid market for us there, if only, as Mr. Munro says in his letter published in another column, "our manufacturers are in earnest about it." The conservative market in the Motherland, too, is wide open for us, and already discriminations are being made in our favor, if we will only send on our pro-

NOTICES.

1.—Montreal Executive, at Association Rooms, Temple Building, Montreal, March 13th, at 3 p.m.

2.—General Executive Council, Board of Trade Building, Toronto, Thursday, March 20th, at 2 p.m.

MARK YOUR GOODS "MADE IN CANADA."

ducts. Even in far off India, Canada's claims are recognized, and there is a demand for our manufactures.

Thus within the Empire we must establish our position. And how many markets await us beyond these! Enquiries reach us every week from foreign countries. This month, Germany, France, Denmark, Sweden, Italy, Japan and Turkey, have all been represented. Upon receipt of these, four hundred enquiries have been sent from our offices to our members. It remains for them to undertake the work, and establish themselves at once on the various markets of the world.

We continually have the statement made to us by importers in other countries that our manufacturers are "slow;" that United States' firms enter the markets more readily, and are not afraid of a little expense in advertising their goods, while Canadians are unwilling to face the slightest risks, and so lose the opportunities afforded them. Is it not just possible that there is some truth in this statement? We don't know how much we lose by hesitation and delay.

The doors of the world are open to us. A preference is given to us in many quarters. The resources of our land are so varied that we can supply something to every nation. Our duty to the Empire, to our country, and to ourselves, demands that we "reach out," and take our rightful place in every market on the globe.

"Made in Canada."

There can be no doubt that careful, well-directed advertising has much to do with the extension of a nation's trade. As far as Canada is concerned, she has now begun to compete with the world, and the advertising so necessary to the welfare of any modern business enterprise, is one of the essentials for her success. How thoroughly our friends to the south have succeeded in this advertising campaign is shown by a little clipping from an English paper under the title of "The American Invaders." It reads as follows:

"The American specialist in the school of publicity has so touched the English pulse that in the domestic life we have got to this: The average man rises from his New England sheets in the morning, he shaves with Willams' soap and a Yankee safety razor, pulls on his Boston boots over his socks from North Carolina, fastens his Connecticut braces, slips his Waltham or Waterbury watch into his pocket, and sits down to breakfast, where he eats bread made from prairie flour, tinned oysters from Baltimore, and a little Kansas City bacon, while his wife plays with a slice of Chicago ox tongue. The children are given Quaker oats. At the same time he reads his morning paper, printed by American machines on American paper with American ink, and, possibly, edited by a smart journalist from New York City."

Thus the "Invaders" from the United States have stormed London. A Canadian residing there, writes us this week that he is

"every day feeling more keenly this Yankee invasion and appropriation of the greatest market in the world." In the meantime what have our Canadian Manufacturers been doing? We have no doubt that the monopoly of the word "American" against which we protest so strongly, is largely due to the advertising of United States firms, and to the negligence of our Canadian manufacturers.

How many of our exporters mark their goods "Made in Canada?" Are the products of this country so inferior that they will not bear comparison with the products of other nations? We answer emphatically "No." Our manufacturers make a good article; some of them export largely, but the magnetic and widespread effect of advertising which they might enjoy is all lost, because they neglect the little label "Made in Canada."



J. HENDRIE, ESQ.

General Manager of the B. C. Mills Timber and Trading Co., Vancouver.

British Columbia Vice President of the Canadian Manufacturers' Association.

There are exceptions to this rule. Some of our Canadian houses are very careful to mark their goods, and we are delighted to find in many foreign journals bright advertisements from our own manufacturers. There is no good reason why every exporting house, great and small, should not take a little precaution and place upon their goods, and the cases which contain them, an advertisement for themselves and for their country—an advertisement which costs them nothing, but means a great deal.

Speaking of this, we have a word of advice which has just reached our office from Great Britain. We are told that many Canadian cases are marked as coming from Ontario. This is a mistake—not of the heart, but of the head. "Ontario" is all right, but on the foreign markets it is *Canada* we must advertise. Mark your

goods, and brand every side of every shipping case in big red letters *Made in Canada*. It costs you nothing. It advertises your own goods. It is worth a great deal to our Dominion.

BRITISH COLUMBIA NEWS

We are pleased to present in this issue a photograph of Mr. J. Hendrie, general manager of the British Columbia Mills Timber and Trading Company, the British Columbia Vice-President of the Association.

The interests of the Association are advancing steadily in the mining province. We are pleased to report the following items of interest received from our B. C. Secretary, Mr. W. T. Stein.

"The Vancouver City Council have not yet adopted any comprehensive plan for dealing with the reclamation of False Creek mud flats which are to be used for manufacturing purposes.

The Moodyville saw mills have been purchased by Mr. John Hendry, president of the B. C. Mills, Timber & Trading Co., Ltd.

The Pacific Coast Lumber Co., whose mill at New Westminster was burnt last year, are erecting a large shingle mill on Vancouver Harbor. Mr. J. G. Scott, the manager (formerly Mayor of New Westminster), is already well known to the trade.

It is reported that the Great Northern Railway has secured an option on a suitable site in Vancouver City, and if further negotiations turn out satisfactorily, will build a line into this city.

It is reported that the railroad from Vancouver to Steveston will be in operation by the 1st of July."

OBITUARY

We record with profound regret the deaths of four prominent members of the Association during the past month: Mr. James Ferrier, President of the Canada Horse Nail Company of Montreal, Mr. David McArthur of the firm of Colin McArthur & Co. of Montreal, Mr. J. Pillow of the Pillow & Hersey Manfg. Co. of Montreal, and Mr. John Harrison of Owen Sound, President of the well known firm of John Harrison and Sons Co., Limited.

"MADE IN CANADA."

The two ideas of loyalty to Canadian industries and advertising of Canadian manufactures have been combined in practical form in a notice recently issued by The Rolland Paper Company. It is in the form of a neat card to be placed in the manufacturer's office requesting employees to purchase only Canadian goods, and to be sure that these are marked with the label of the manufacturing firm. We commend this enterprising step on the part of The Rolland Company, and trust that these notices will be used by the manufacturers throughout the Dominion.

FROM BERMUDA

An Interesting Letter from Mr. Munro.

MANUFACTURERS in Canada will no doubt follow with deep interest the movements of our president, Mr. Robert Munro, and our assistant secretary, Mr. Stewart, on their trip to the West Indies.

We have just received a letter from Mr. Munro, addressed to the Executive Council, and containing many items of interest for Canadian exporters. Bermuda invites Canadian trade, and from the cordiality with which Mr. Munro has been received as representing the Association, he believes that the islands offer splendid possibilities for our manufacturers. We have pleasure in publishing Mr. Munro's letter.

HAMILTON, BERMUDA, 13th Feb., 1902.
The Executive Council Canadian Manufacturers' Association, Toronto.

"Traders on these islands are enjoying a large measure of prosperity, but Canada's share in it is far from satisfactory.

I have interviewed most of the leading merchants and find every one most loyal to British institutions, and willing to trade by preference with Britain and her colonies.

The feeling respecting Canada is that we have not shown much desire for the trade, probably not thinking the Bermudas worthy of attention.

The enclosed report shows the imports for 1900 to be two million dollars, having gradually risen from one and a half millions in 1896. You will notice that they are expressed in sterling, British money being the recognized currency.

Year.	Total.	U.K.	Canada.	Other British colonies.	U.S.	Other countries.
1896.....	304,895	90,025	20,886	7,756	184,391	1,837
1897.....	323,074	95,424	24,550	6,517	195,167	1,416
1898.....	351,274	104,974	30,611	7,346	205,308	3,035
1899....	394,388	104,408	33,119	7,238	246,447	3,176
1900.....	397,136	104,009	31,488	9,932	250,729	978

It should be mentioned that the foregoing figures do not include Government stores, civil, military, or naval.

The items representing Canadian interests that naturally called for enquiry, may be set down, together with the imports from the United States, as follow :

BOX MATERIAL

Canada.....	274,425 feet.
United States	11,700 "

This item may be considered satisfactory, but should not be lost sight of.

BUTTER

1900....	Canada 34 tons.	U.S.....125 tons.
1901....	" 38 "	U.S.....124 "

There is no reason under the sun why these figures should not be reversed.

It is urged that the climate being warm rapid transportation is essential. Shippers

will find however that through bills of lading can be had from any part of Canada, either *via* Halifax or New York at level rates of freight, so that New York route can be availed of at discretion. Shippers of butter should communicate with importers whose names are subjoined. The demand is for the best grades and well salted.

CHEESE

1900....	Canada 11 tons.	U.S. ....55 tons.
1901....	" 30 "	U.S. ....51 "

While these figures show important progress there is still much room for improvement. Importers of butter and cheese are Messrs. M. Wainwright & Co., Hamilton ; W. T. James, Hamilton ; F. G. Boggs, St. George's ; and others.

FLOUR

1900..	Canada 1,611 brls.	U.S...24,000 brls.
1901..	" 2,682 "	U.S...26,648 "

This is the most glaringly unsatisfactory item on the list, but I am assured by the largest importers that they are most willing to give the business to Canada on even terms, providing Canadian millers are in earnest about wanting it. Some direct communications have been addressed to Canada since my arrival. Prominent flour importers are Messrs. E. J. Tomson, W. T. James, S. D. Robinson, M. Wainwright & Co., all of Hamilton.

LUMBER

1900..	Canada 241,231 ft.	U.S..2,640,529 ft.
1901..	" 464,970 "	U.S..2,813,663 "

Imports of building lumber are mainly by schooner from Florida. Importers desire to be put in communication with Canadian mills for building lumber, as well as for doors, sashes and mouldings. The largest importer has sent specifications to the secretary for the use of shippers. No wooden houses wanted. The native (coral) stone cut square costs only \$7.50 per 100 cubic feet delivered on the site. The same stone is sawn into slabs for roofing. The standard roofing must always be the native stone, because rain is the one source of water supply.

CANNED FRUITS AND MEATS

Imports exceed \$40,000. Canada's share is very small, but quality well spoken of. Canners should send price lists to the importers. Mr. Stewart, our secretary, is to-day contributing such lists as have been sent him. Importers are W. T. James, M. Wainwright & Co., Hilton A. Pett.

COTTON GOODS

Great Britain has the largest share, but United States gaining ground. Importers have been feeling the Canadian markets and are disposed favorably toward us. Our houses should follow up the advantage,

Importers are Trimmingham Bros., Lockward & Ingham, T. J. Pearman & Son, and others. These firms import all lines of dry goods, mainly from Britain, also boots and shoes, in which lines they are doing a growing business with the United States. Canadian interests are being attended to in this line by the young men who arrived with the secretary to-day.

HARDWARE

The principal importers are W. Black, H. C. Masters, Godet & Young, who will favorably consider any communications from Canadian sources.

CATTLE FEED

Hay and oats are about evenly divided with United States, though the greater quantity is doubtless of Canadian origin. Bran, 22,000 packages is credited to the United States, the major portion having certainly been purchased in Canada by United States shippers. Importers are the firms named under canned fruits. These same firms are importers of grocery supplies of all kinds.

RELATIONS WITH UNITED STATES

The table of imports quoted above shows that 60% of the entire imports are from the United States.

There has been an effort made to establish a convention between the Governments of Bermuda and United States under which the latter should rebate their duties by 20% in return for free entry into Bermuda of a long list of United States products.

This effort has been in progress since 1899 and has received the sanction of the Bermuda House Assembly. It is still sub judice, but there is a general expectation that it will lapse.

The adoption of this convention would not prejudice Canadian interests, because the convention contains a clause according the same concessions to Great Britain and other colonies.

BRITISH AND INTERCOLONIAL TRADE

Without a single exception, the importers whom I have met here strongly favor the objects of our Association. On even terms we can have the greater part of the business done outside of Britain, if our manufacturers are in earnest about it. The importers I have named are considered abundantly responsible and remit promptly. A small discount will bring Sight Exchange against Bill of Lading, once the seller is known to be reliable. Sight Exchange on Canada can be purchased at par. The Bank of Bermuda charges $\frac{1}{4}$ per cent. collection on drafts.

RECIPROCAL TRADE

I have not overlooked the fact that trade to be successful must be reciprocal. This

holds good even though the exports from these islands amount to only about 25 per cent. of the imports. Onions represent about 60 per cent. of the entire exports, potatoes about 25 per cent., and nearly everything goes to the United States.

The United States Custom's duty on Bermuda onions of 40c per bushel represents about 40 per cent., potatoes 20c. per bushel.

The Canadian custom's duty on onions is 25 per cent., less one-third, equals 16⅔ per cent., on potatoes 15c. per bushel, less one-third, equals 10c. The Canadian tariff is so much more favorable that we cannot lay any blame in that direction.

The Bermuda onion is a delicacy unknown in our markets, and requires to be taken up and tried in order to create a demand for it. Many who have never eaten onions elsewhere enjoy them in Bermuda.

Hon. Eyre Hutson, Colonial Secretary, who has shown me much kindness, is himself on record as not only favorable to closer trade relations between Canada and the British West Indies, but has advocated the establishment in Canada of a West India sales agency representing all the B. W. I. colonies. The proposal had the unanimous approval of the Legislative Council of Jamaica, and was supported by the Government of Trinidad and by other islands. Its operation has been delayed only because the apportionment of the expense does not appear to have been concurred in by all the islands.

SALES AGENCY

All the merchants here are importers. No one house can sell to the traders generally. It appears to me therefore that the trade of these islands can be most successfully

diverted to us only by continued effort on the part of some resident general agent of ability, aided by a show room of samples and specimens. Such agent would draw a commission on the business done. A suitable man would receive every consideration from importers in competition with foreign markets.

It will be urged that such an agent can faithfully represent only one house in each line, but I am not of this opinion, though in some lines the objection will apply.

I desire to express my deep obligation to the Hon. Eyre Hutson, Colonial Secretary; the Hon. F. W. Major, Receiver General, Comptroller of Customs; Mr. F. G. Gosling, Assistant Colonial Secretary; Mr. W. T. James and others for kind co-operation in my enquiries.

ROBERT MUNRO.

EXECUTIVE COUNCIL

Many Important Matters—Resignation of the Secretary.

THE fourth regular meeting of the Executive Council Chamber, Board of Trade, on Thursday, February 20th at 2 p.m.

In the absence of the president and first vice-president, Mr. W. K. George, the Ontario vice-president, occupied the chair. The other members present were Messrs. R. B. Andrew, C. N. Candee, R. J. Christie, H. Cockshutt, P. W. Ellis, R. Y. Ellis, J. F. Ellis, Jas. Goldie, Geo. H. Hees, J. Hewton, W. K. McNaught, R. Millichamp, J. P. Murray, Thos Roden, T. H. Smallman, Wm. Stone, A. W. Thomas, J. O. Thorn and C. R. H. Warnock and the Secretary.

Many important matters were discussed, as the following summary will show.

COMMUNICATIONS

The following communications received attention:

1. A number of letters from members of the Council who were unable to be present.
2. A letter of invitation from Mr. Geo. A. Chapman, representing the Dominion Board of Trade, asking that the Association be represented at their general meeting to be held in Ottawa, Tuesday, March 4th.

It was resolved that the invitation be acknowledged, and that the secretary be directed to inform Mr. Chapman that the Association would not send delegates to the meeting.

3. A communication from Mr. J. M. Taylor, pointing out the scarcity of Canadian fuel and the danger thus involved to Canadian industries. This was agreed to be an important problem. On motion of Mr. Thorn, seconded by Mr. Murray, it was referred to the Toronto branch.

4. A letter from Hon. J. D. Rolland, urging the necessity of securing protection against fraud in the use of the label "Made in Canada." This matter was discussed,

and on motion of Mr. Thorn, seconded by Mr. McNaught, was referred to the Parliamentary Committee, with power to act.

5. A letter from the Department of Labor, asking for further information concerning the Manufacturers' resolution on the Labor Gazette. On motion of Mr. R. Y. Ellis, seconded by Mr. McNaught, this was referred to the Parliamentary Committee with power to act.

The reports of the various Officers and Committees were then received as follows:

THE TREASURER

In the absence of the Treasurer his report was presented by the Secretary and its adoption moved by Mr. P. W. Ellis, seconded by Mr. McNaught.—Carried.

FINANCE

The Finance Committee Report, providing for the various running expenses of the month and the expenditure involved in the Act of Incorporation, was presented by Mr. P. W. Ellis, who moved its adoption, seconded by Mr. John Hewton.—Carried.

RAILWAY AND TRANSPORTATION

The Report of the Railway and Transportation Committee, in the absence of the chairman, was presented by the secretary. It contained the following items.

1. Re the resolution of the Halifax Board of Trade recommending the transfer of the Intercolonial Railway to the C. P. R. Company, that while the Executive expresses its appreciation of the services rendered by the Halifax Board of Trade in drawing attention so forcibly to the transportation problem, and while our Association will be glad to urge the removal of any specific grounds of complaint against the present management, yet the Executive cannot see its way clear to support the resolution, as the solution of the difficulty,

2. The definite announcement of the reduction in the freight rates for the Yukon and White Pass railway.

3. The completion of arrangements with Messrs. Alfred H. Post & Co., of New York, to act as shipping representatives of the Association, for all shipments made through the port of New York. These arrangements are referred to definitely in another column.

4. The progress being made by the committee with the railway companies, regarding the settlement of claims.

The report referred also to the Dominion Government's proposed aid to a line of steamships for South Africa, and laid over for further consideration the question of the subsidizing of shipbuilding in Canada.

The Committee were commended for the excellent report presented, and its adoption was moved by Mr. Thorn and seconded by Mr. McNaught. After discussion this was passed with the suggestion to the Committee that its prompt consideration be given towards seeking Government aid in the industry of ocean ship building.

RECEPTION AND MEMBERSHIP

The report of this committee was presented by the chairman, Mr. J. P. Murray. The report embodied:

1. The recommendation of forty-six applications for membership, the names of which appear in another column; and
2. The recommendation in favor of Halifax as the next place of annual meeting.

The report was left over for discussion at a subsequent point in the agenda paper, when on motion of Mr. J. P. Murray, seconded by Mr. W. R. McNaught, it was adopted, save the recommendation relating to the next place of meeting, which was held over till the next meeting of the Executive

Council, with a view to consulting the Montreal branch.

PARLIAMENTARY

The Report of the Parliamentary Committee read by the Secretary in the absence of the Chairman Mr. J. M. Taylor, presented the Act of Incorporation for the Association, and reported action in connection with the Conciliation bill in the Provincial Legislature. It was adopted on motion of Mr. Thomas seconded by Mr. Thorn.

TORONTO BRANCH

The report of the Toronto Branch Executive was read by the chairman, Mr. Thorn. It covered a review of a busy month's work concerning many important city issues, including exemptions to manufacturers, the securing of electric power, the improvement of the west end postal service, etc. On motion of Mr. Thorn, seconded by Mr. Murray it was received. An enquiry as to the action of the Association in connection with the question of exemptions brought from Mr. Thorn a definite report of the action taken in the matter by the Toronto branch. It was resolved to leave the matter in their hands.

MONTREAL BRANCH

The Montreal branch reported a month of progress. They have been concerned with an important discussion concerning the tax on machinery. Arrangements for the Association's monthly dinner to be held in the Windsor hotel on Thursday evening, the 27th inst., were reported to be complete. The report was received on motion of Mr. R. Millichamp, seconded by Mr. Geo. H. Hees.

EXHIBITION COMMITTEE

Mr. W. K. McNaught, chairman of the Exhibition Committee, brought in an interesting report dealing specially with the appointment of representatives to the Ottawa exhibition, and the new manufacturers' buildings for the Toronto Industrial exhibition. It also called the attention of the Association to a World's Industrial exhibition to be held under the auspices of the Imperial Government of Japan in 1903, some particulars of which are mentioned in another column. The report was adopted on motion of Mr. McNaught, seconded by Mr. Millichamp.

EDUCATIONAL CAMPAIGN COMMITTEE

The secretary reported on behalf of the committee appointed to consider the advisability of a campaign of education in Canada with regard to increasing the interest of the Canadian people in our own manufacturing industries, and securing their support both individually and by public policy. The report was adopted on motion of Mr. Cockshutt, seconded by Mr. Thorn.

TARIFF

The report of the Tariff Committee, presented by the chairman, Mr. W. K. McNaught, dealt with

1. The proposed changes in the tariff approved of by the Association.

2. The importation of goods manufactured by prison labor.

3. The recommendation relating to the question of valuation and appraising, and other important matters.

Its adoption was moved by Mr. McNaught, seconded by Mr. P. W. Ellis.

THE SECRETARY

The secretary reported briefly.

1. Announcement with reference to the Assessment Commissioner.

2. The work of the Association in connection with the tariff at Ottawa, and the need for united action on the part of the Executive in pressing for the changes that were asked for.

Proceeding with the report, the secretary drew attention to the fact that this day of meeting completed exactly his second year

of service with the Association. He announced that he had received the offer of a position with the Canada Cycle and Motor Co., of this city, which he considered it highly desirable to accept. He therefore placed himself in the hands of the Executive Council, for their action in the matter.

It was moved by Mr. McNaught, seconded by Mr. P. W. Ellis, that the whole matter pertaining to the secretaryship be placed in the hands of the committee composed of the present officers of the Association, the past presidents, and chairmen of standing committees, and that this committee have power to act. Carried.

The other matters before the Association relating to the promotion of an immigration policy by the Association, and the discussion of Mr. McNaught's motion regarding representation by population were left over to be considered at a subsequent session.

The meeting then adjourned.

REPORT OF THE TORONTO BRANCH

Exemptions to Continue for One Year.

DURING the past month the Executive of the Toronto branch has held three meetings, at which several important matters have been discussed.

EXEMPTIONS

They are glad to report that on the question of "Exemptions," which for so long has been under discussion, a temporary and generally satisfactory settlement has at last been reached. This question has involved the untiring attention of the Executive during the whole month. The situation was briefly this: All exemptions enjoyed by manufacturers in Toronto were to be discontinued at the end of the year, and by the existing provincial law, exemptions can be authorized in any municipality only by a two-thirds vote of the qualified ratepayers.

A memorial, setting forth the injustice done to large cities by this law, and urging the absolute necessity of the continuance of exemption, was presented to the Premier personally by the Executive on February 13th, and received his favorable comment. Letters were also addressed to the mayors and councils of the other Ontario cities and large manufacturing towns, asking for their co-operation. The Executive again appeared at the Parliament buildings and addressed the Ontario cabinet on February 20th, in conjunction with the city authorities and the Board of Trade, in support of a measure placing the power of exemptions in the hands of municipal councils. The matter was finally fought out before the Legislative Municipal Committee on the 27th instant, when after thorough discussion the justice of the manufacturers' claim was admitted, and while the city's Bill for general exemption by municipal councils was not favorably

considered, it was agreed that exemptions now standing should be continued till December 31st, 1903, when it is generally expected that the recent report of the Ontario Assessment Commission will be put into practical operation. As the exemptions to manufactures in the city amount to more than \$2,000,000, the decision is an important one. It may be added, with emphasis, that in stating their claims, the Toronto Branch Executive were not selfishly asking favors for themselves, but demanded equal rights for all municipalities throughout the Province.

ELECTRICAL ENERGY

The Committee has expressed itself in favor of the purchase and transport of electrical power by the city, believing this to be in the best interests of the manufacturing community. The city council having had a Bill introduced to give them this right, the Executive offered their assistance, and were represented on a deputation which presented the matter before the Ontario Cabinet. Regarding the disposal of electrical power at Niagara Falls, a letter was addressed to the Premier of Ontario, urging upon the Government the necessity of retaining the power to limit or prohibit the export of electrical energy from that source.

OTHER MATTERS

Other matters which received the attention of the Executive during the month were: the improvement of the West End Postal Service, the inadequate advertising of Toronto by the G. T. R. and C. P. R. companies, and the commendation of the Ontario Government's plan in connection with the proposed construction and management of the Temiscaming and Northern Ontario Railway.

REPORT OF THE MONTREAL BRANCH

THE machinery tax again engaged the attention of the Montreal Executive at its February sitting. This time the city council was represented by Alderman G. W. Sadler, who is a member of our committee. He explained the nature and object of the so-called "machinery tax" that is now in force, and contended that if the manufacturers had grievances it was because the law was misinterpreted.

It seems that "machinery tax" is a misnomer. The idea the framers of the present law had in mind was to compel manufacturers to pay on all real estate that the householder pays on. The latter is taxed not only on the walls, floors and roof of his house, but also on his heating apparatus and sundry fittings. Ald. Sadler claims that the manufacturers should submit to the same treatment by being taxed on "motive power" which consists of boilers, engines, motors and main shafts.

It seems also that the assessors do not understand the application of this machinery tax. One taxes one thing another another. Even the city attorneys and the members of the finance committee do not view the interpretation with a single eye. The question is still unanswered, too, whether the proprietor of the building or the tenant should meet this "motive power" expense.

After a prolonged discussion the executive left the matter in the hands of a committee to wait upon the municipal finance committee, assessors and city attorneys for the purpose of coming to some understanding upon the various points in dispute. It is probable also that the two bodies will unite their forces to disabuse the public mind of the idea that there is a machinery tax levied in Montreal and to boom Montreal as a manufacturing centre. There is no doubt that the long agitation over the machinery tax has wrought much harm to the city's industrial reputation and it now rests with the two disputants to undo the mischief.

On account of Ald. Sadler's illness the meeting has not yet been held, but it is expected that the conference will take place before the next meeting of the Montreal Executive.

One other important matter has been discussed here. The Montreal manufacturers of silk neckwear held a meeting in the local office of the Canadian Manufacturers' Association on Tuesday, Feb. 23rd, to talk over tariff matters. They import all their silks from Germany and France under a duty of 30 per cent. The English manufacturer imports the same silks duty free and sends the manufactured ties into this country under a duty of 35 per cent., less a third, which makes it 23⅓ per cent. Or the duty on our manufacturers' raw product is 30 per cent., and on the finished article 6⅔ per

cent. less. The secretary was instructed to communicate with the western members in regard to what remedy should be requested from the Government and what action should be taken. If it is decided to ask for a higher duty on the manufactured article, the manufacturers of silk waists and skirts will be asked to co-operate.

During the past month death has carried off three of our most prominent and respected members, Messrs. James Ferrier, J. Pillow, and David Macarthur. Their presence and counsels will be much missed in manufacturers' circles.

NEW MEMBERS

The following firms were received into membership of the Association at the last meeting of the Executive Council:

Adams Wagon Co., Brantford, manufacturers of wagons.

Bailey Cutlery Co., Limited, Brantford, manufacturers of cutlery.

Bailey Underwood Co., New Glasgow, N.S., manufacturers of harrows and springs.

Brennan & Son, M., Hamilton, manufacturers of lumber.

British American Dyeing Co., Montreal, general dyers.

Brown, John E., Hamilton, manufacturers of whip lashes and commercial trunks.

Buntin, Gillies & Co., Hamilton, manufacturers of stationery.

Canada Launch Works, The, Toronto, manufacturers of gasoline, steam and electric launches.

Canada Milk Condensing Co., Antigonish, N.S., manufacturers of cheese and condensed milk.

Canadian Skewer Co., Hespeler, manufacturers of skewers.

Chadwick Bros., Hamilton, brass founders and all kinds of metal specialties.

Dunlay, Cooke & Co., Amherst, N.S., manufacturers of furs; tailoring.

Eagle Knitting Co., Hamilton, knitted goods.

Eureka Vinegar Works, Montreal, manufacturers of vinegar, pickles and canned vegetables, maple sugar and syrup.

Forsyth Granite and Marble Co., Montreal, manufacturers of marble, granite, mosaic tiles.

Fraser Bros., New Glasgow, N.S., general foundry business.

Granby Enamelware Works, Granby, P.Q., manufacturers of enamelled baths.

Hamilton, G. J., & Sons, Pictou, N.S., manufacturers of biscuits and confectionery.

Hamilton Facing Mill Co., Hamilton, Ont., foundry facings.

Imperial Neckwear Co., Montreal, manufacturers of men's and women's neckwear.

Imperial Publishing Co., Halifax, N.S., printers and publishers.

Keith, A. & Son, Halifax, N.S., ale and porter.

Leitch & Turnbull Co., The, Hamilton, elevators, electric motors and controllers, ornamental grillework.

Lochrie, James, Toronto, bicycles.

McAlpine Publishing Co., Halifax, N.S., book and job printers, publishers, lithographers.

McKenna, A. & Son, Pictou, N.S., tobacco.

Matheson & Co., J., New Glasgow, N.S., engines and boilers, mining machinery.

Montreal Quilting Co., The, Montreal, quilt linings, etc.

Morton, Phillips & Co., Montreal, blank books, stationery and printing.

Mott, John P. Co., Halifax, N.S., cocoa, spices and soaps.

Munro Bros. Wire Works, New Glasgow, N.S., wire fence, springs, mattresses, etc.

Office Specialty Mfg. Co., Montreal, office furniture of every description.

Ontario Box Co., Limited, The, Hamilton, box shooks, shipping cases, fruit packages of all descriptions.

Port Hope Preserving and Canning Co., Port Hope, preserving and canning.

Robertson & Co., Limited, Thomas, Montreal, iron and lead pipe and plumbers' supplies.

St. Croix Paper Co., Halifax, N.S., paper manufacturers.

Scarfe & Co., Brantford, varnish, japan, shellac and wood fillers, etc.

Simson Brothers Co., Ltd., Halifax, N.S., lime juice, pharmaceutical chemists.

Skedden Brush Co., Hamilton, brushes and brooms.

Strathcona Rubber Co., The, Montreal, mackintoshes, waterproof clothing, etc.

Taylor Co., Limited, The Robert, Halifax, N.S., boots and shoes.

Thum Co., The O. & W., Walkerville, fly paper.

Toronto Bolt and Forging Co., Toronto, bolts, nuts, spikes, rivets, carriage hardware and drop forgings.

Truro Condensed Milk and Canning Co., Truro, N.S., condensed milk, coffee and cocoa and evaporated cream.

Weld Co., Limited, The William, London, publishers of "Farmers' Advocate" and "Home Magazine."

Westinghouse Manufacturing Co., The, Hamilton, air brakes and fittings.

FROM NEW ZEALAND.

In an interesting letter just to hand from our New Zealand representative, Mr. M. de Schryver, he urges upon Canadian exporters to send samples of their new patterns, etc., by the fastest route. Mr. de Schryver is slowly but certainly creating an interest in Canadian products, and to enterprising firms who are watching for a good market he recommends New Zealand and offers his energetic services.

CANADA FOR THE CANADIANS

The Montreal Dinner—Address by Mr. Arch. Campbell, M.P.

ABOUT ninety manufacturers grouped themselves about a horse-shoe-shaped table in the Ladies' Ordinary of the Windsor Hotel, Montreal, on Thursday evening, Feb. 27, to carry out the February arrangements of the Canadian Manufacturers' Association to hold its monthly dinner for the first time in this city. The success of the Toronto and Hamilton dinners was repeated, for it was a pleasant gathering throughout. The large room was nicely decorated, the menu was superb, the speeches were interesting and instructive, while the singing and recitations were entertaining and well received.

Hon. J. D. Rolland, the Montreal chairman, presided, and to his right he had Mr. Archibald Campbell, M.P. for West York, and to his left Mr. T. A. Russell. The vice-chairs were occupied by Mr. J. J. McGill, the Quebec Vice-President, and Mr. Geo. E. Drummond. Several manufacturers were present from Eastern and Western points. Among those around the table were: Geo. Anderson, Toronto; M. Aird, E. A. Bernard, W. J. Bernard, Frank L. Benedict, T. Broadwood, J. Bachrack, John Baillie, Wm. Chapman, A. J. Carroll, J. Cars, Cohen & Waltham, R. E. Calder, E. H. Cooper, J. R. Dick, J. Herbert Davidson, Edouard R. Dufresne, V. de V. Dowker, James Davidson, Chas. W. Davis, Geo. W. Davis, Geo. E. Drummond, Alex. Dube, J. A. Elder, Geo. Espners, Frank N. Finley, D. Fraser, James Fyfe, Edmund Guillet, Chas. B. Gordon, Sam Hart, J. M. Henderson, J. B. Henderson, of Paris, Ont.; Joseph J. Horsfall, F. B. Leslie, E. F. Laurence, R. B. Morrice, J. J. McGee, Wm. McMaster, W. P. McVey, A. K. McLaren, R. R. Mitchell, W. R. Morson, P. B. Morrice, Henry Miles, A. B. Mole, J. A. Nutter, Geo. H. Olney, J. W. Pyke, Geo. R. Prowse, A. Patterson, E. L. Rosenthal, A. H. Sims, D. Stewart, Alderman S. W. Sadler, M. Smail, E. D. Smith, J. H. Sherrard, John Sykes, R. R. Stevenson, David Stewart, T. Thayer, B. Tooke, Brock Willett, A. W. Ward, G. Williams, J. K. Walker, H. Wener and W. W. Watson.

During the evening Mr. Horsfall graciously gave two songs, Mr. Dufresne sang "Canada, mon pays," and Mr. Hicks assumed the role of bill-poster in a humorous recitation. Prof. R. R. Stevenson ably discharged the duties of accompanist.

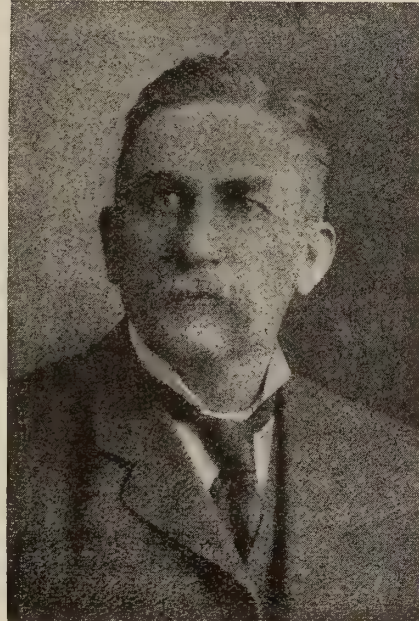
After the toast to the King had been loyally received, Hon. Mr. Rolland briefly introduced the guest of the evening, Mr. Arch. Campbell, M.P., who spoke on "Loyalty to Canadian Interests," and touched on some of Canada's Transportation Problems. He spoke for upwards of an hour and was heard attentively throughout.

MR. CAMPBELL'S ADDRESS

Mr. Campbell said: Mr. President and gentlemen of the Manufacturers' Association of the City of Montreal. I have first to thank you for your kindness in inviting me to this magnificent banquet. As you are well aware I have been making a great many addresses to the electors of West York, and with considerable effect. I would like to address you on such a topic, but, considering the fact that there are gentlemen present of various political complexions, my subject would be rather out of place. I am glad to meet the hard-headed business men of Mont-

ASSOCIATION WORK

real and other cities. This Association of ours is always doing splendid work. It comprises a membership of nearly 1,000 men and extends from the broad slope of the



ARCHIBALD CAMPBELL, ESQ., M.P.

Pacific to the Atlantic. It is indeed a splendid thing to meet and exchange ideas and thus help to extend Canadian Industries. As Chairman of the Railway and Transportation Committee of the Canadian Manufacturers' Association, I am in a position to speak of various matters in which this Association has done good work for Canadian industries. We had many difficulties to overcome. One difficulty was that manufacturers in exporting merchandise in less than car load lots via New York, experienced much trouble and inconvenience in having the goods reach the consumer. No one was responsible for the charge of these goods, and they often lay for as long a time as a month on wharves or in sheds in New York. We secured the services, in New York, of Post & Co., and they forward these small lots to foreign countries, and excellent results

have been achieved. This was one of the problems which have been solved in a way which will commend itself to the manufacturers of our broad Dominion.

"Another problem which was under our attention was the rate discrimination in force on Canadian railways, and this was an evil which has told heavily against the manufacturers of Canada. We secured the appointment of Mr. McLean by the Government to go through the Dominion and secure evidence on the matter. We met Mr. McLean at Toronto, and placed evidence before him that must bear fruit. I have confidence that as a result of our statements to the Government, a Railway Commission of three thoroughly disinterested men will be appointed to go into the management of rates and other matters referring to Canadian railways. This is a most important matter and one which requires most careful attention.

"Then again there is the question of the establishment of a line of steamships from Eastern Canada to South Africa and eventually to Australia. We feel that when the war is over in South Africa, there will be an immense boom in trade in that sister colony, and that Canadian manufacturers should be in a position to take advantage of this boom. However, without a good line of steamships, it would be a difficult matter to take advantage of this rich field which will eventually be opened. It is very much easier to get in early than to start late. I am very glad to announce that the Government has taken note of this important matter and it is probable that a direct line to South Africa will soon be established. I believe that the manufacturers deserve great credit for bringing this matter to the attention of the Government and I am sure that a great trade will be established between the Dominion of Canada and the great South African Confederacy, which is sure to be inaugurated at the conclusion of this unhappy war, which I am certain is near consummation.

"This is the work of but one committee, and when the work of the other committees is gone into, it will readily be seen what a great good has been done, not only to the manufacturers but to Canadians generally.

ENCOURAGE HOME INDUSTRY

"The real importance of commercial investment does not always appeal to people. For instance, if you invest \$10,000 in stocks or bonds, it earns money; but it does not employ labor nor does it pay taxes, but the same amount of money in a commercial investment is of good to the people at large, by reason of what it does. Every \$10,000 invested in manufactures means an increase in the population. This great Dominion is

capable of accommodating 100,000,000, and to-day it has but a little over 5,000,000.

"It is the duty of the Government to foster and encourage the industries of the Dominion. There is a tendency to a smaller population in our rural districts because less and less labor is employed in agriculture owing to improvements in methods and machinery. We must, therefore, if we would increase our population, help our cities and towns where our commercial enterprises are.

"We are importing altogether too great a proportion of our necessities. The time is at hand when we should look at things from a Canadian standpoint and from that standpoint alone. I believe the time has come when we should progress and move along on up-to-date lines. Who can tell what the future has in store for this young Dominion. We should meet the issues as they arise and treat them with the ideas of the present, and not as we thought ten or fifteen years ago."

Mr. Campbell referred to the Reciprocity Treaty of 1854-66. There were many people who were of the opinion that Canada never enjoyed such prosperity as at that time. Continuing, Mr. Campbell said: "Now I think the time has come when we need fear no foe. Improved methods and improved machinery have placed us in such a position that we need no reciprocity treaty; we have increased our import trade from \$7,000,000 to \$16,000,000.

REVISE THE TARIFF

"In many lines we are still importing too much. Last year there were \$52,000,000 of free goods imported from the United States and of this \$25,000,000 represented manufactured goods as raw material brought in by our manufacturers. If these goods are not made in Canada to-day, when do you think they will be made in Canada if you are not obliged to pay duty? "If a duty were maintained it would not be long before some enterprising men would begin to make the goods here. The tariff is going to be revised before very long. I have every reason to believe, and I hope that it will be this session. I believe there are many ways in which that revision can be made beneficial."

"The difficulty of revising the tariff is that one man's raw material is another man's manufactured goods. The revision has to be done carefully and in such a manner as to help all." The methods of increasing duty or decreasing it were discussed by Mr. Campbell.

He said: "We imported \$2,500,000 worth of agricultural instruments from the United States, and our exports amounted to \$30,000. If we can have these goods manufactured in the Dominion, and the duty were raised, it would mean that these \$2,500,000 of goods would be made here, and the actual fact of such manufactures being established would mean an increase of, say, 25,000 or 30,000

in the population. As it is in this line so would it be in other lines.

"Every man in this country surely would prefer to buy Canadian goods if he could obtain them on equal terms, and of such qualifications as desired." Further, Mr. Campbell expressed the opinion that the time was coming when Canada would be able to supply not only her own needs, but many of those of foreign countries as well.

"Of the \$119,000,000 worth of goods imported from the United States a large portion was in manufactured goods. Say we make \$5,000,000 or \$10,000,000 of these goods in Canada it would mean an increase of 50,000 in population. It is the bounden duty of all to aid in the establishment and building up of this great Dominion. This gathering of young men is a splendid thing. We want to encourage loyalty amongst Canadian manufacturers. Our methods have proved successful in Toronto, and there is no way you can adopt likely to prove so successful as this means."

TRANSPORTATION

The quantity of transportation facilities was next taken up by Mr. Campbell.

"We spent \$60,000,000 on our canals and we are comparatively reaping no benefit. Of our grain some 250,000,000 bushels go to Buffalo and thence to New York and Boston. Some 40,000,000 bushels come via Montreal. It is rather humiliating, after we have spent this vast amount in dredging and improving our canals, that such a large amount of grain finds its outlet through a foreign port. Everybody expected that when these improvements on our canals were completed this mighty stream of grain would go down the St. Lawrence; but it has failed to do so.

"Buffalo spent \$40,000,000 in deepening her harbor and building elevator facilities, and so has been able to reap the advantage of this expenditure. Schemes to offset this have been exploited. There is the Georgian Bay canal scheme, the proposal to deepen the St. Lawrence and Welland canals 20 feet. The railways have all been improving their roads, bettering their rolling stock, using larger cars, but the stream is not diverted. What benefits to the Canadian manufacturers and of what benefit to the Dominion of Canada are these canals? Mr. Tarte states that within a short time there will be a 30 foot channel between Quebec and Montreal. The Department of Marine and Fisheries promise that an improved system of lighthouse and buoys will be introduced. We cannot close our eyes to the fact that there have been a great many disasters, but if we improve the channel and place better buoys and lights on it we will improve the rates of insurance and thus remove what has proved to be a great barrier.

"What then is the remedy?

"I really believe that before five years

passes by 100,000,000 bushels of grain will come down the St. Lawrence canals if we take steps to do the right thing. We have spent \$60,000,000 in improvements, but we have not completed them. It was expected that vessels would load at Milwaukee and Chicago and then come through without breaking bulk. Increase in the size of vessels so that they now draw 20 or 22 feet renders this impossible on our 14 foot canals. These vessels do not go to the harbors of Midland, Port Arthur or Owen Sound, but instead go to Buffalo because there they can secure a return cargo. They cannot always find such a return cargo at the Canadian ports, hence their preference for Buffalo.

CANADA THE CHEAPEST ROUTE

"I have here figures compiled from rates current during several years. Rates for grain from Chicago to Buffalo range from $1\frac{8}{10}$ cents to $1\frac{1}{4}$ cents per bushel; you cannot get it to Owen Sound or Midland for anything less. The freight from Buffalo to New York ranges from 3 to 4 cents.

"Practically what we have to compete with is the rail rate. If we can with a small expenditure reduce the rate, then we can secure this stream.

"What we want is a harbor at Port Colborne dredged to 22 ft.; then we can get the big boats to go there instead of Buffalo, and a line of boats specially constructed for the purpose will enable us to carry the grain to Montreal for 2 cents a bushel. All we want to do to bring the grain to Montreal is to improve the harbor at Port Colborne, deepen the canals to 18 or 20 feet, build modern steel elevators, and prepare for the rapid handling of grain. The shipper at Milwaukee or Chicago wants the cheapest route. I may state that the Government has let a contract for a pier a mile in length at Port Colborne. This will create a still water harbor, which will be dredged to 22 feet, and private enterprise will surely attend to the rest. "There is more money in bringing the grain from Port Colborne to Montreal at 2c. per bushel than there is in carrying it at $3\frac{1}{2}$ cents from Buffalo to New York. The New York Central has a rail haul of 480 miles and Montreal is 300 miles nearer Liverpool than New York. Then Port Colborne is only 18 miles from Buffalo and Canadian or American vessels can go to Buffalo for return cargoes. I believe that there will soon be a big change in the carrying trade. With the great Northwest and Manitoba only one-third under cultivation who can tell what that stream of commerce will amount to in ten or fifteen years.

"The Government has taken the first step—now we must assist. We must complete the improvements, and with the lowering of freights the trade will be more and more attracted to Canadian channels."

At the conclusion of his address Mr. Campbell received great applause.

MR. G. E. DRUMMOND

After Mr. Campbell had sat down, Mr. G. E. Drummond spoke of the honor done the Association by the presence of Mr. Campbell. His platform called for the care of Canadian industry and manufactures, and the advocate of such measures should have the support of every Canadian whether he be a farmer or a manufacturer. Mr. Drummond touched on Mr. Charlton's recent speech and then on tariff matters. He considered that it would have been a better policy to increase the duty on iron and steel than reduce it as was done. On these important industries Canada was forging ahead, and soon she would be able to supply her own needs, and in a short time those of the British Empire. The speaker said that the tariff should be taken out of politics. "The policy for us to pursue is the one that will promote our best interests. We should protect our own markets. When we come to our proper development, we will get our material just as cheaply

as it can be produced anywhere. It is to the interest of every Canadian to see that the work is done in this country. There are 3,000,000 Canadian workers in U.S. shops, and they are mostly employed on Canadian orders. If you give the trade efficient protection it will reach a wonderful development." Preferential trade was another important subject spoken of by Mr. Drummond. "The British people are our customers;" said he, "they want what we have, meat and breadstuffs. It is in the interests of the British people that preferential trade should be established." On the matter of canals, Mr. Drummond expressed the opinion that they should be deepened to 18 feet. "We must find the quickest way to the sea and we must cheapen transportation," said the speaker. He thought that vessels of 7,000 tons burden should come from the Great Lakes to Montreal. The French River scheme received Mr. Drummond's commendation and he further said that credit

must be given the Canadian Railways for what they had done towards the development of the country. Mr. Drummond ended with a reading of Mr. Hookey's version of "Reciprocity as it is made in Washington."

Mr. Robert Meighen, of the Lake of the Woods Milling Company, gave his views on the transportation question. He was opposed to further expenditure on the canals and advocated the deepening of the harbors at Depot Harbor and Midland in preference to that at Port Colborne. What was wanted was proper elevator facilities to store grain during the autumn, and thus prepare for distribution by means of the winter ports. The construction of a railway from Midland, owing to the grade, would enable heavy trains to be run to Montreal.

The chairman then called on Mr. Henry Miles, President of the Business Men's League, for a few words, and the meeting closed with "God save the King."

Canadian Woolens to the Front

The Exhibit at Ottawa.

THE Canadian woolen manufacturers have made a vigorous fight for the increase in the tariff for which they have been pressing since the Preferential Tariff came into force. The increase of the preferential advantage to Great Britain to 33⅓% of the tariff has reduced the protection to Canadian woolen manufacturers to a point where it ceases to become profitable to manufacture these goods in Canada with the much higher rates of wages that they are called upon to pay as compared with their competitors in England, Scotland and Germany.

This enhanced wage-bill is largely the result of the contiguity of Canada to the United States, where the high protection there in vogue enables the very highest wages to be paid, and Canadian work people drift from this country to the States as soon as they have learned the trade and become skilled workmen.

Despite these arguments certain opposition has been offered to the request of the woolen manufacturers, and one of the principle reasons advanced why the increased tariff should not be granted was that Canadian woolen goods were inferior in quality, and not such as deserved the protection and encouragement of Government policy.

With a view to removing this impression a room in the House of Commons was secured through the kindness of the Minister of Public Works and an exhibit there made during the second week of the session. Although the room was small, the manufacturers were able to make such an effective display of their goods as to show conclusively to the Members of Parliament that they

were making the very highest classed goods in all the various lines of woolen production. The Members of Parliament were individually invited to visit the exhibit and practically all availed themselves of the invitation. It was to many of them an education for they freely expressed themselves as absolutely ignorant of the fact that such goods were being continuously manufactured in Canada.

All branches of the woolen industry were well represented. Cloths and tweeds were particularly to the front. The R. Forbes Co., of Hespeler, showed a splendid line of worsteds and serges in all weights and patterns.

The Rosamond Woolen Co., of Almonte, made a splendid showing of worsteds, overcoatings and tweeds. Both of these exhibits were much admired.

The Cobourg Woolen Mills made an extensive display of pure woolen and worsted cloths and ladies' costume cloths. This large exhibit attracted special attention as a class of woollen goods different from most of the rest of the display.

Messrs. S. T. Willett & Co., of Chambly Canton, Que., sent a handsome line of flannels, overcoatings and suitings.

The Canada Woolen Mills forwarded a varied line of tweeds, serges and ladies' dress goods.

The Canadian Woolen Mills, of St. Hyacinthe, furnished a representative line of suitings and heavy overcoatings.

Messrs. Dufton & Sons, of Stratford, Ont. exhibited a useful line of homespun and tweeds.

Messrs. Geo. Patinson & Son, of Preston,

Ont., sent an especially fine display of homespun and heavy overcoatings.

The Montreal Woolen Mills Co. furnished a set of samples of their medium and low-priced goods.

The Brook Woolen Co., of Simcoe, furnished a varied line of samples in tweeds, Halifax tweeds, horse blankets, and fancy rugs.

The Paris Wincey Mills Co. made a varied display of flannels, winceys and tweed suitings.

In carpets the display was particularly fine. The largest exhibit came from the Toronto Carpet Manufacturing Co., of Toronto, who showed a splendid range of Axminsters and Ingrain carpets. Their rugs were also much admired, particularly the splendid Smyrna rug which was exhibited by the company.

From the Guelph Carpet Mills, of Guelph, came some fine samples of Brussels and Wiltons.

From the Dominion Carpet Co., in Sherbrooke, an attractive line of Brussels carpets and borders, etc.

The whole carpet exhibit was a special object of admiration by Members of Parliament who were quite unaware that such goods were being manufactured in Canada.

In knitted goods an attractive display was made by the Penman Mfg. Co., of Paris, Ont. This Company showed an extensive line of knitted underwear, socks and stockings and fine hosiery, mens' top shirts and boys' and mens' sweaters. Their whole exhibit was tastefully displayed and was much praised by the visitors.

With it was also a display of knitted un-

derwear from The Galt Knitting Co., of Galt.

A display of blankets was made by Messrs. Brown & Wigle, of Kingsville, and it was freely stated by many of the visitors who had special knowledge of this line that they were fully equal to blankets made anywhere else in the world. A special feature of attraction with them was the fact that they were made from all-Canadian wool, and were, therefore, a distinctly Canadian product.

With the exhibit of woollen goods was also a display made by the Montreal Cotton Co. The colors and patterns of their display were handsomely set forth in maple leaf patterns while accompanying books of their samples gave visitors an opportunity of testing the quality of their goods.

On the whole, the exhibit was a pronounced success and won from the members of Parliament warm praise. It has secured for the woollen manufacturers an intelligent interest in their situation which must certainly show itself in the shaping of future Government policy.

COMING EXHIBITIONS.

THE last few years have proved that national exhibitions are an important factor in the education of the nations with regard to the respective products of different countries.

IN GREAT BRITAIN

It should be the aim of Canadian Manufacturers to be represented, as far as possible, at all the great exhibitions held throughout the world. The Association has recently received many enquiries occasioned by the Canadian display at the recent exhibition held in Glasgow, and in our last issue we called special attention to three Canadian exhibits which will be opened by our Government this year in Great Britain—at London, Wolverhampton and Cork respectively. These are of great importance and under proper management will no doubt prove beneficial, not only to those firms whose products are represented, but also to the whole of the Dominion.

IN RUSSIA

We have received official notices concerning a British exhibition to be made this year at St. Petersburg, which is receiving important attention from British manufacturers and is attracting widespread interest throughout Russia.

IN JAPAN

The attention of the Association is also directed to a great Industrial Exhibition to be held in Osaka, Japan, in 1903. The following notice from the prospectus issued by the Government will no doubt be of interest:

"The great national Industrial Exhibition which the Imperial Government of Japan will hold at Osaka in 1903 will present some novel and interesting features never witnessed on similar occasions in the past, to one of which

in particular the Imperial Government wishes to call the attention of foreign manufacturers and the industrial public in general. This is the establishment of a special building for the samples of such articles produced or manufactured in foreign countries as may be of value for purposes of comparison or reference in the way of industrial improvement. The primary object aimed at is thereby to afford the Japanese manufacturers an opportunity of studying the latest products of Western invention with a view to the improvement of Japanese industries. But at the same time it will be observed that the establishment of the building in question offers to foreign manufacturers a rare opportunity for exploiting the rapidly developing markets of the whole Far East, for the coming exhibition is sure to attract, besides millions of Japanese,

large crowds of visitors from the Continental countries of Asia."

There will be no charge for the privilege of exhibiting in this building, but certain rules must be observed and application will have to be made according to a set form. Exhibits for the sample building will be free from customs duty, provided that they are re-exported within two months from the date of closing the exhibition, and efforts are being made to obtain special rates of freight from the steamship companies.

Such an important opportunity of awakening the interest of Japan in Canada should not be lost, and an effort should be made by the Dominion to be well represented at this great exhibition.

SHIPPING VIA NEW YORK

IT is to be regretted that while Canada ranks so high among the nations for the number and tonnage of her shipping vessels, better facilities are not provided for Canadian exporters. There are a few distant markets where our manufacturers by sheer pluck and perseverance, have created and established a trade for Canadian goods, but the credit is all theirs, for in many cases they have had no encouragement whatever in the way of shipping facilities from our own ports. We are at last coming to realize our position, and we welcome the announcement in the recent speech from the Throne at Ottawa, promising the immediate attention of our Government towards establishing a Canadian line of steamships for South Africa. In the meantime, however, until public spirit becomes thoroughly awakened, we are obliged to pass Canadian ports and make the best arrangements possible in order to meet present demands. With this in view, and recognizing the fact that a very large amount of Canadian manufactured goods is shipped *via* New York, the Canadian Manufacturers' Association have completed negotiations with Messrs. Alfred H. Post & Co., of that city, to act in their behalf, as official forwarding agents in the United States. The history and present standing of the firm have been found most satisfactory in every way, and any shipments made through them by our members will not only receive the best attention but will be handled at a minimum of cost. Should any of our manufacturers at any time desire any information regarding freight rates, or foreign shipping, we have the hearty assurances that it will be gladly given by Messrs. Post & Co. The details of the arrangement proposed by them, and confirmed by the Association, are as follows:

will cover prompt attention in the making up of documents, Custom House clearance, etc.

2. It is understood that on all shipments of two or more carloads the cost would be governed according to the attention required and in proportion to the value of the shipment. We would furthermore add that we shall aim to make these charges as small as possible and entirely within reason and to the satisfaction of the shippers.

3. On marine insurance we shall be glad to give the members of the Association the advantage of any specially low rates which we may enjoy through the open policies which we have in force.

4. That on cartage at New York, as we are operating our own trucks, we will guarantee that the charges to the Association members for this service will be placed at the very lowest minimum.

5. That we shall be pleased, in fact we desire the members to write us for any information which they may require pertaining to foreign shipments, and that such enquiries will receive our most prompt attention and replies.

6. That we shall at all times be glad to give the members of the Association the benefit of any special ocean contracts which we may have, and that we furthermore will guarantee them at all times lowest market rates.

7. That we appreciate the confidence which has been placed in us by the Association, and we wish to offer the services of our various offices, and to say that we shall see that all the offices exert their best influence to promote foreign interests of the Canadian manufacturers, and to those members who will pass their shipments through our medium we shall endeavor to serve their interest in all respects to their entire satisfaction.

(Signed) ALFRED H. POST & CO.

Produce Exchange.

New York.

We have no doubt that these very reasonable terms, and the splendid accommodation offered by this house will secure for them a large share of Canadian shipments via New York.

If you wish the success of Canadian industries prove your sincerity by your purchases.

1. It is understood that the minimum charge for the forwarding of any single consignment shall be \$1.00, whether this shipment is a less than carload, consignment or shipment of one carload and it is understood that this charge

COTTON MANUFACTURING

Its Progress in Canada.

THREE months ago one of our cotton companies sent some samples of their latest productions to a sister colony; a few weeks ago they received their first cable order for 20,000 pieces. In 1868 our cotton exports amounted to \$3,000; in 1901 they had increased to \$504,500.

But while these facts would signify that our export trade in cottons has grown and is growing, they only begin to reveal the striking development that has taken place in the Canadian cotton manufacturing industry during the past twenty-five years. In that length of time we have virtually built up in its entirety an immense and intricate industry, demanding much capital, skilled labor, and considerable time for perfection. To-day the Canadian cotton companies virtually control the home market in the lines they have attempted. In 1878, coarse though the cotton fabrics were that were worn by the Canadian people, the bulk of the goods were imported. There were only two or three cotton mills in Canada and these of limited capacity and modest output. They were the Liebster mill in Hamilton, the Dundas mills at Hochelaga and St. Anne's, and the Parks mills at St. John. Their output amounted to probably \$2,000,000 a year. Then the National Policy came into force, furnishing sustenance for the young and struggling industry, and it immediately began to flourish like a green bay tree, till to-day we have 22 large mills scattered in various centres, Hamilton, Kingston, Merriton, Montreal, Valleyfield, Magog, Montmorenci and St. John. There are nine grey mills, two white, seven colored, two print and two duck, concentrated under the control of seven companies, the Dominion Cotton Mills Company, the Merchants' Cotton Company, Montreal Cotton Company, the Colonial Bleaching and Printing Company, the Canadian Colored Cotton Company, the Montmorenci Cotton Company and the Imperial Cotton Company. Against an output of \$2,000,000 twenty-three years ago, our cotton companies have an annual output to-day of at least \$12,000,000. The increase in the annual output in twenty-three years has been \$10,000,000, nearly \$500,000 a year.

And the development has not ceased yet, for additions are constantly being made to the mills and new lines are closely following one another upon the market. We understand that at the present moment one of our companies is preparing to show a range of velvets and velveteens, hitherto not attempted. This year the Montreal Cotton Co. commenced the manufacture of fine lawns, and their customers have received the new line with great enthusiasm. As the range of Canadian cottons continues to grow wider

and climb higher there is a noticeable growth in the pride taken by the dry goods trade and the consuming public in the Canadian article. As yet we import over \$4,000,000 worth of cotton fabrics into this country, but they are mostly in lines that are not made here. Gradually, however, the number of such lines is diminishing, and some day we can hope to have an absolute control of the domestic market by our own cotton manufacturers. With proper protection there is no reason why we should not secure it, for we have the enterprise, the capital, the labor, and the water-power.

PRINTS

It was only twelve years ago that printed cottons of Canadian manufacture were placed on the market for the first time. It is remarkable that Canadian prints should have obtained the hold on the trade that they have secured within that period. There are two works, the Magog Print Works and the Colonial Bleaching and Printing Company's new works at St. Henri. Magog prints are now well established and favorably known both in and out of the Dominion. The works were established by the late Mr. Hobbs, and were afterwards sold to the Dominion Cotton Mills Co. in 1889. Since that time they have made their output to be ten times what it was in their first year. The other company commenced operations in 1900, and are already well employed. Both firms keep in close touch with continental and American designs and colorings.

The most improved methods of manufacture and finish are also installed. To illustrate we might instance the Schriener finish. This is a process of calendering and consists in passing the cloth over hot steel rollers, engraved with very fine lines, running from 160 to 350 to the inch. This gives the cloth a silvery and handsome face and is most effective in the finer materials, such as sateens, fine cambrics and batiste cloths. The latest fancies in high grade muslins of handsome floral designs and stripes, or in dimities are also products of our Canadian print works.

COLORED COTTONS

Late improvements in colored cottons are also noticeable. The tendency is towards a fancy effect, produced mostly in the jacquard and lapped work by the Canadian Colored Cotton Company. Altogether Canadian ginghams and zephyrs are adjudged by experts to be quite the equal of the imported article. Mercerized effects are also introduced here in checks and stripes. The fancy cotton dress fabrics are well worth mention. In flanelettes and the heavier staples Cana-

dian manufacturers have long known how to turn out a high class article.

LININGS

We have in Canada a large manufactory—the Valleyfield mill—which gives its attention wholly to the manufacture of linings and piece-dyed goods. The success of the work has been marked, and it is largely owing to the fact that the management has paid great attention to the finishing of the goods that they have been able to keep abreast of outside competition. The constant addition of new machinery has well repaid them, for they were able to carry off the Grand Prix at Paris.

There has been quite a change in the class of fabrics used for dress linings during the past five years, such cloths as kid cambrics, permanent linings, silesias, &c., having been superseded by percalines, satinettes, surahs, nearsilks, lustrals, spun glass taffetas, &c. These are all made of cotton, but finished in such a way as to give the appearance and rustle of silk, and have proven very popular.

In one sense our manufacturer is handicapped in competition with his English or American confreres. The latter can keep his looms running on one number all the year round while his print works can continue to run off one pattern scores of times longer than can the Canadian, and thus save the time of changing and lower the cost of production. Yet, withal, the growth of our export trade is a certain indication that we are becoming able to compete in price as well as quality—in some lines at least.

We have already established ourselves in the manufacture of cottons, and our foreign agents need have no hesitation in recommending the quality marked "made in Canada."

GOOD NEWS FROM OTTAWA

THE opening of the Dominion Parliament on February 13th was an event of special significance. There was the usual display of pomp and stateliness, but in addition to this there was the announcement of parliamentary measures which are of great importance to the whole Dominion. The Canadian Manufacturers' Association takes to itself the credit for having urged the necessity of some of these, and commends the Government for their wise action. In the Speech from the Throne two proposals are worthy of special mention, viz.: the increase in the number of our commercial agencies, and the establishment of a direct line of steamships to South Africa.

TO FURTHER OUR TRADE

The value of live, active commercial agencies to Canada can scarcely be estimated.

In these days, when we are just beginning to see our possibilities as a manufacturing and exporting nation, and when we are endeavouring to establish ourselves in foreign markets, this action on the part of the Government will do much to open up new fields for the manufacturers of Canada. The direct line of steamship service to South Africa will come none too soon. On the conclusion of the war, authorities predict an influx of population, with a flourishing revival in trade, and these new provisions will at least give Canada an equal opportunity with other nations for obtaining a share of the South African trade.

RECIPROCITY OF TARIFF

A measure which transcends these in importance is a resolution which has been introduced by Mr. John Charlton, M.P. It reads as follows :

"That this House is of the opinion that Canadian import duties should be arranged upon the principal of reciprocity in trade conditions, so far as may be consistent with Canadian interests ; that a rebate of not less than 40 per cent. of amount of duties imposed should be made upon dutiable imports from nations or countries admitting Canadian natural products into their markets free of duty ; and that the scale of Canadian duties should be sufficiently high to avoid inflicting injury upon Canadian interests in cases where a rebate of 40 per cent. or more shall be made under the conditions aforesaid."

This is not a radical measure, yet we must all agree that it is a step in the right direction. Leaving aside all political issues, the Canadian people may rejoice that those entrusted with the reins of government are recognizing at last the necessity of such action. To protect our home market and our home industries is no longer a party issue, neither is it a question of favoring the manufacturers of Canada. It has developed into a broad national question. It means simply the preservation of what is our own by right of birth and possession.

For many years we have stood idly by and seen the conquest of our own markets by the manufacturers of the United States ; not this alone—we have seen the exodus of more than a million of our sons and daughters. All this, because we have been endeavoring to live side by side and to compete with a nation which, though favored with no greater resources than ourselves, has defended its industries, and is to-day the second manufacturing and exporting nation in the world.

The action of the present Government seems hopeful. Yet they cannot stop here.—So long as Canada suffers nationally, because of an inadequate and even foolish tariff, and so long as the United States prospers at the expense of our Dominion, there remains important work for the Government at Ottawa.

ASSESSMENT QUESTION IN ONTARIO

Will Rental Tax be Adopted?

ONE of the most important questions in the public mind of Ontario at the present time is the question of assessment. Inasmuch as it affects every class in the community, it is a matter of universal interest.

The appeals of manufacturers from the present law are perhaps responsible for a misconception which has become widespread among certain classes of ratepayers, viz., that the manufacturers of the province are demanding special favors from the municipalities where they operate. We ask is this true? It must be noted that we are not discussing or defending the principle of bonusing by municipalities, though no doubt in many cases bonusing has proved beneficial to the community at large.

What we desire to do is to consider from an impartial standpoint the relative position of the manufacturer, as a ratepayer in any municipality, and from these facts to answer the question asked above.

The theory of the present Ontario law of personalty taxation apparently is that all capital invested in manufacturing industry shall be taxed for municipal purposes, and taxed, not like many other investments on its income or profits, but on the principal. This means, roughly speaking, that the ratepayer who invests his capital in manufacturing must pay a municipal tax equal to 2% each year. That manufacturing industries in this province cannot possibly bear such a burden is evidenced by the fact that a rigorous enforcement of the law was found to retard in large measure industrial prosperity and progress. The result might reasonably be expected. The manufacturer is at a serious disadvantage when his taxes are levied on the personalty basis. In the first place, his investment is of such a kind that unlike his retail neighbor he is not turning over his capital three or four times a year, and should he desire to dispose of his business he is confronted with the astounding fact that he can realize only a small percentage of the amount invested. Considering these facts, and also the larger financial risk in the sphere of manufacturing, it is not surprising that such an equalization method as "exemptions" was resorted to, in order to foster in some degree the enterprise of the manufacturer.

Until recently the power of exempting the plant and machinery of manufacturers has been vested in a two-thirds vote of municipal councils, but the Provincial Legislature has enacted a law removing this power from the Councils, and vesting it in a two-thirds vote of the ratepayers. While this may seem perfectly fair, it is quite clear upon consideration that such a law is very partial and unjust in that it makes the granting of

exemptions feasible in small municipalities but absolutely impossible in large cities where so large a percentage of a large population can never be secured.

Feeling this injustice, from which all Ontario cities and large manufacturing towns will inevitably suffer, the council of the city of Toronto have had a measure proposed in the Ontario Legislature by Mr. W. J. Hill, M.P., asking that the right of exemptions be restored to Municipal Councils throughout the province. This has been fought out within the past few weeks with untiring vigor by the manufacturers.

It was finally decided on February 27th, when a large delegation appeared before the Legislature's Municipal Committee, that while no such permanent provision should be made for exemptions, the present conditions should continue for one year longer, all municipal councils being given the same right to exempt up to the end of that time, but no longer.

While there can be no doubt that the personalty tax is a rank injustice to the manufacturer, it must be admitted that the exemption system has also its objectionable features, and it is scarcely likely that either system will survive permanently.

The report of the Ontario Assessment Commission, made on the 19th inst. to the Ontario Legislature, points to what in all probability may become the permanent solution of the difficulty.

In brief its provisions are as follows :

The abolition of taxation of all personal property, including mercantile stocks and manufacturing plant and machinery.

The substitution therefore of a tax on the rental values of premises occupied by traders, manufacturers, financiers and mercantile houses, private bankers and brokers excepted.

The taxation of all other persons than those above mentioned, including private bankers and brokers, by indirect method upon all income above \$1,000 yearly. This taxation to be in proportion to the rental value of the premises occupied for the purposes of their business, an exemption, however, to be granted equivalent to an income exemption of \$1,000.

In cases where the income of such persons is more than \$4,000 a year, a direct tax upon any income over that amount to be levied.

Incomes from investment are taxed directly, subject to exemptions.

The imposition of a house tax upon all owners and occupiers of houses used as dwellings, based upon the rental value of the premises. This system provides, in effect, for the levying in future of an income tax, not directly upon income, but upon the residence of persons so assessed.

Railway lands and buildings to be valued in the same fashion as those of private individuals.

Franchise-holding corporations such as street railways, telephone and telegraph companies, and others making use of the highways in their business to be assessed for this right to use the public land. This tax to take the place of taxes

on gross receipts, and the right of use, as well as the structures on the public highways, that is, poles, rails, wires, etc., to be assessed at the actual value.

The appointment of a Provincial Board of Assessment for certain corporations, which shall collect the taxation and distribute it among the municipalities affected.

Thus it will be seen that the Rental Tax is recommended as a substitute for the present Personalty Law. There can no doubt, from the standpoint of justice, and from the satisfaction this system is giving to-day in other provinces where it is in vogue, that the

change suggested is the most satisfactory settlement of the question, and we predict its early adoption in the Province of Ontario. In the meantime, let us take a broad view of the question. The general well-being of any community is dependent on the well-being of all its members. Yet while we press forward to the common good, let us recognize the rights which we possess as individuals and citizens. The growing time is here. Are we to allow a class prejudice to mar its splendid opportunities, and to keep us forever in the rear?

No one class in Canada is independent of any other. We are working together in the building up of a nation, and in this process the manufacturing industries play a most important part. Let it be distinctly understood that as a body, manufacturers ask for no special favors from the general public, but employing as they do, in numbers and character, the substantial element of every large community, they deserve "British fair play" in their efforts to aid the commercial growth and prosperity of the nation.

NEW ZEALAND

By Th. de Schryver, Brisbane, Australia.

LABOR AND OTHER LEGISLATION

New Zealand is doing very well, notwithstanding its very, as many say, too progressive, legislation.

It is true, there is at this moment great uneasiness amongst even the most staunch adherents of the Premier, Mr. Seddon, about what will be the ultimate outcome of all these endeavours to bring capital and labor on a basis of equality.

Apparently labor is ruling the roost, and even Mr. Seddon himself is somewhat surprised and taken back at the outcome of his well meant measures.

He has been fostering labor to such an extent that capitalists are getting shy of investing money in New Zealand enterprises.

The Conciliation and Arbitration Act though well meant, is continually used by labor to harass employers and make their lives as unpleasant as possible. The most flimsy disputes are brought before the Conciliation Board, and as a rule labor scores. It is just as a notable merchant of Auckland, with whom I had a conversation on this point put it; he said: "The Conciliation and Arbitration Act is in the hands of labor just the same as a new pocket knife is in the hands of a boy. The first few days he will cut into all and everything, not even sparing his father's best furniture, which in the end belongs to his inheritance, until he cuts his finger a few times. Then he will find out that it is better to keep the knife shut up in his pocket, and only to take it out when he has a practical use for it."

Even the Premier sounded a warning note when he told a deputation who wanted still more legislation, "You are riding the thing to death."

It would not be so bad if New Zealand was not so very prosperous at this moment, labor is at a premium, and employers have to give in to keep their business going.

Many of New Zealand's industries, though heavily protected, must go to the wall through these incessantly increasing demands of labor. Some establishments actually have been closed, and will be

transplanted to the Australian continent, where things are not so strained.

A few years of depression would soon bring the labor leaders to their senses, and bring about a more "give and take" policy.

Most extraordinary are the endeavours to block importation of foreign manufacturers, and if some people had their way it would be prohibited to travelers for foreign firms to do business in the colony.

Mr. Houston's Bill on "Pedlars and Hawkers," (*i.e.*, commercial travelers), which fortunately was thrown out, though with a very slight majority, shows the spirit of this section of the Legislative Assembly.

This tendency is most astonishing, taking into consideration that the Government is doing its level best to promote the export trade with all possible means, and has even decided to send its own commissary or "pedlar" to the other British colonies to open up trade and form new connections.

The latest bill proposed is: "The Limitation of Profits, etc., Bill," which practically makes it impossible to form a monopoly or ring, and limits the profits of companies to 15%.

Another bill which made it punishable to keep any shop, factory or office open after 6 o'clock will come before the House very soon. Perhaps before this appears in print it will have been rejected or accepted.

As soon as the proposal became known, all the bank and office clerks protested and unanimously asked the Government not to extend the blessings of the bill to them. Subsequently banks and warehouses were not included. This, I think, is the first instance that any body of men protested against curtailing their working hours.

I had a chat with one of the department managers in one of the leading wholesale warehouses on this subject, and asked him why they were opposed to the bill. "Well," he said, "we are quite satisfied with our position, are not overworked and get a good salary. If this bill becomes law, we would not be allowed to do overtime during the busy season and the employers not being able to cope with the work would be obliged

to put in more hands, which would mean a reduction of salaries all around. We get plenty of holidays and 45 hours work per week on the average is not too hard. To-day we are on the best footing with our employers and we find that this will change when the Government plays the role of providence."

It is reassuring that the New Zealander has a good dose of common sense, and this will be triumphant wherever the Government is going too fast. Even members of the working classes are opposed to the extreme proposals of their leaders, and the next general elections may show a decided retaliation. Naturally some pessimists cry out that the country is doomed to ruin if the policy is not changed before long. My opinion is however, that not even the worst Government can ruin this country, its natural advantages in climate, soil, and mineral wealth, will always keep its inhabitants in abundance though millionaires are few and far between, against which stands, that I met not a single beggar during my whole journey through these blessed Islands.

The people right through are well dressed, live well and their houses are generally well furnished, they are able to make without overworking themselves, a little more than is actually wanted, and that is more than can be said of any other country in the world.

The New Zealander has reason to be happy and to be proud of his country, and it strikes every observant visitor that he looks it.

In body and appearance they are quite English in the best sense, and the New Zealand girls are decidedly the best looking south of the Equator.

Wherever I went I met courtesy and great hospitality.

SOME HINTS TO INTENDING VISITORS TO NEW ZEALAND ON BUSINESS BENT

On arrival, the traveler has to go to the Custom House and see the collector. This gentleman interrogates him and fills in a form which the traveler has to sign. If he carries dutiable samples he has to pay the

duty, as a rule about 22 per cent. of the value. After this he receives a warrant which permits him to travel through Mr. Seddon's dominions. At the same time the collector gives him a yellow paper, which he is requested to fill in before leaving the colony. On this paper he has to state to whom he has sold and the amount. A profit of 5 per cent. is assumed to be made on his sales, and $2\frac{1}{2}$ per cent. has to be paid over this amount.

For instance, he has sold say £5,000, it is taken as granted that he made 5% or £250 profit, and out of this he has to pay $2\frac{1}{2}$ % or £6 5s. He has to state from which port he is likely to depart, where again he has to report himself at the collector's office to settle his bill. If he takes *all* his samples out of the country the whole amount of duty paid is refunded, otherwise only in proportion, according to the goods going out.

Opening up of samples and the ultimate packing up has to be done under supervision of a Customs officer, who has to provide the trunks or boxes with red tape and the Government seal. A document has to be procured that the cases actually have left the colony.

Original invoices have to be shown at the port of entry and contents of cases must tally with the invoice. The invoice is

stamped by the landing waiters and has to be produced again at the port of departure.

A heavy fine is imposed if a traveller does not act in conformity with the law.

Traveling in New Zealand is comparatively easy, but still one has constantly to watch the luggage in order to prevent mis-carriage. In case he has a great number of packages, the best thing is to employ one of the Express Companies, who are established on the same lines as the Dominion Express Co., but their assistance is rather expensive in the long run.

These companies also provide sample-rooms, which are let from 10s or \$2.50 to 40s or about \$10 per week. As a rule the hotels have no sample-rooms.

Travelling by steamer is preferable where such is possible. The railroads are very slow and the catering along the route is simply abominable and a shame to the administration. The only passable catering is found on the only private line in the colony, the Wellington and Manuwatu railway. Another peculiarity is, that where one wants to make use of boat and train no through tickets are issued. For instance, if one wishes to travel from Auckland *via* New Plymouth, Wellington, Christchurch to Dunedin, he has to take first a ticket for

the train to Onahunga (8 miles). There a boat ticket to New Plymouth, which however carries him only to the New Plymouth breakwater. From breakwater to New Plymouth, rail, (5 or 6 miles) another ticket is wanted. Another again to Wellington. In Palmerston he has to change carriages, and in Wellington yet another ticket is wanted for Lyttleton, and yet another from there to Dunedin. The length of the route is only about 820 miles, but it takes about 96 hours to do it in, and the traveler has to take six distinct tickets and has to exchange five times. This is the *fastest* through route in the colony, not a very laudable piece of management, needless to say that the poor traveling victim wants to have all his wits together to get through the ordeal without losing himself or his luggage.

As I said before, where not absolutely necessary to go by train, boat traveling is far preferable, the steamers as a rule are very comfortable and the catering is far superior to that along the railroads.

In conclusion I want to point out that it hardly pays a man to travel through the country on one line only. The population is too limited, and though the consumption per head is perhaps greater than anywhere else, orders as a rule are comparatively small and the expenses considerable

THE GROWTH OF CANADA

By George Johnson, Esq., Dominion Statistician, Ottawa.

CANADA IN 1800

AT the beginning of the century the population of what is now known as the Dominion of Canada was 350,000 souls.

Ontario was then a dense forest, with the exception of the small military establishments at Kingston and Niagara, and the French settlement on the Banks of the Detroit river.

The United Empire Loyalists had entered the region, and were busy adapting themselves to the new and stern conditions of life that environed them. They were discovering that it was not "all cakes and ale" to be true to their principles. But they were laying, broad and deep, a foundation of true heroism upon which the comers and goers of a hundred years have taken their turn, generation after generation in rearing the goodly structure we see in this, the first year of a new century.

The French inhabitants of the Province of Quebec or Lower Canada were pursuing their placid way along the banks of the St. Lawrence.

Nova Scotia, slowly evolving from its original position as a garrison outpost for the English possessions on this continent, was settling down to the enjoyment of the good things scattered through the Province.

Cape Breton was fishing and, in a small way, mining coal.

New Brunswick was pushing her lumber trade, and prior to 1804 her export of that commodity exceeded ten million feet a year.

All the provinces with other portions of the British Empire were studying the question of hemp and flax growing, Lord Hobart, then at the head of the two departments of War and Colonies, having suggested the advisability of making the attempt to provide the necessary articles within the Empire.

Throughout British North America the chief industry was the making of houses to shelter the family present or prospective. This was accompanied by the industries of spinning and weaving in order to provide adequate protection against the winter's cold; for Canada, then as now, was a woollen country, a region of the earth's surface where garments made of wool are necessary for one-half the year. With respect to the houses it may be said that the century, when it began, looked upon a country having an area of about 500,000 square miles, with 64,000 houses mostly made of logs, scattered sparsely at the rate of about one house to every 5,000 acres.

When it ended, the century looked upon country having 960,000 houses of stone, brick and wood, fairly equipped to suit the demand of sanitary science.

There was a good deal of manufacturing

going on, but it was all or nearly all confined to the home. Indeed every home was a factory in those days, and the good wife and her daughters worked early and late within doors at hats and caps, and coats and trousers, and footwear and quilts, etc., while outside the good man and his sons did the best they could with bob-sled and plough and harness.

When we find that even such an article as bricks was imported, we know without seeking further that manufacturing in Canada in 1800 was in "the day of feeble things."

The forges of Three Rivers and Batiscau turned out all the stoves for which there was a demand. A few ships were manufactured in Quebec. About 130 vessels, averaging 160 tons each, had visited the river during the season.

The fur business was the great business of the time, the North West Company and the X. Y. Company then doing a large trade and employing several thousands of persons in connection with the transport of their furs from the back country to Montreal.

The value of all the exports from what is now Canada did not much exceed three million dollars.

Among these, I find from my notes, were 25,000 cwt. of biscuits, 20,000 barrels of flour, 217,000 bushels of wheat.

Christie, referring to Upper and Lower Canada, says, "the lumber trade as a branch of commerce did not exist in 1800."

In the Maritime Provinces there was a considerable export of gypsum, say 40,000 tons a year, and some lumber, as already noted.

EDUCATION

As well as I can make out there were in the Dominion at that time, about 200 clergymen and 150 churches; of these 150 clergy and 120 churches were Roman Catholic; the remainder being other denominations of Christians, mostly Anglican.

If there were few churches there were fewer schools. King's College, Windsor, Nova Scotia, had been established a few years. New Brunswick had just started a college in Fredericton. Considerable effort had been made to supply educational facilities in Quebec. There were several private schools of repute in Quebec and Montreal. Bishop Hubert, speaking of the schools for the French population in Montreal, says, "they were beginning to teach geography, arithmetic and English."

In the Upper Province there was a classical school in Kingston opened in 1786. Private schools had been established in Fredericksburg, Ernestown, Adolphustown, Napanee, Newark and Toronto, when the new century threw its first day's morning light over the vast expanse of snow and forest.

In most other respects the position of the Dominion at the beginning of the century now passed away might be described by negations.

POST OFFICES

What roads there were were not passable, "not even jackassable," corduroy roads shaking the internals out of the traveller. People did their traveling by the liquid highways of the country, or waited for the winter to provide, under Jack Frost's management, solid and smooth roads.

There were no post offices excepting at Halifax, St. John, Quebec, Three Rivers, Montreal, Kingston and Niagara, and some other places, in all 26; no banks; no canals excepting some shallow passages built to overcome the Cedar, the Cascades and the Coteau Rapids and a lock the North-West Company built to take up loaded canoes at the Sault Ste Marie; no telegraphs and telephones; no steamboats; no railways, in fact none of the equipment of modern civilization. The old conditions ruled. The new were still in the clouds and had not come down to earth, at least to Canada's part.

Smith, whose work on Canada was published in 1852, says, "about five-and-forty years ago a post office runner carried letters on foot once in six months between Niagara and Amherstburg, two of the oldest settlements in the Province," a rural delivery over a wide area, though not as to frequency quite what would suit our ideas.

It took a long time to develop postal facilities. By 1829 the post office begins to do its duty, but not by any means to the encouragement of epistolary correspondence. A return before me shows that there was in the late twenties a mail once a week between Halifax and Quebec; four times a week between Montreal and Quebec, and three times between Montreal and Bytown. The latter was about the standard all over. The charges as given by Bouchette were: Halifax to Quebec, 1s. 8d.; Halifax to Montreal, 2s.; Halifax to Bytown, 2s. 5d.; Halifax to Amherstburg, 3s. 4d.; Montreal to Quebec, 9d.

But that was not all by any means. If within the folds of a single sheet of letter paper another sheet, no matter how small, was enfolded, the charge was for two letters. A letter passing from Halifax to Amherstburg and containing two one dollar bills, the whole weighing less than an ounce, would to-day be carried for two cents. At the time I refer to and indeed down to 1844 the Post Office charge for carrying the letter and its enclosure was \$3.92 (three dollars and ninety-two cents). So says Mr. W. Smith of the P. O. Department.

You may be sure that few settlements of small accounts were made through the medium of the Post Office, and you may depend on it that there were many little dodges to avoid payment, and yet get word to distant friends. One plan was to send a blank letter with certain dots on the portion of the alphabet used in forming the address on the outside. The receiver looked at the address, pondered over it, read by the dots that all were well in the sender's family and then refused to pay the postage or to take the letter. "Postage prepaid" prevented this cheap method of communication.

What was the extent of the epistolary correspondence of our forefathers and mothers, a hundred years ago, we have no means of ascertaining. It was at best very small, and was confined to business principally. There were no envelopes in those days, as these only began to be used in the centres of civilization in 1839. Last year in Canada we used over 300 million envelopes in our correspondence. We have developed into a great letter-writing people, as is quite natural seeing that we stand in the forefront of the countries of the world in the percentage of our people able to write.

CITIES

The cities of Canada were very few and had small populations. Quebec had with the suburbs of St. John and St. Roc about 15,000 inhabitants. Montreal with environs boasted of 10,000 inhabitants, and Heriot says that the mountain was about 2½ miles from the town. Halifax had about 6,000 of a population. Montreal had adopted the

plan of having tinned roofs in order to protect itself against fire.

NEWSPAPERS

Nova Scotia had the first magazine, which after developing into five volumes had ceased to exist in 1792. Quebec had undergone a similar experience, having had a magazine from 1791 to 1793.

There was an official newspaper in each of the Provinces, and by 1810 there were six newspapers in the Canadas—the "Gazette" (the first paper started) the "Mercury" and "Le Canadien" published in Quebec, and the "Gazette" and "Courant" in Montreal. There were three newspapers in the Maritime provinces.

In 1900 the total periodical press of the country consisted of 1250 publications, including the Klondike "Nugget" and the "Midnight Sun" of Yukon and the Iroquois "Onkweonwe." Of these 117 were daily papers. Several nationalities are represented in addition to English, French being employed in 107 of the 1,250; there are newspapers in Spanish, German, Icelandic, Swedish, Gaelic, Chinook and Indian among the 17 different languages in which "God Save the King" is sung in Canada.

(Concluded in our next issue.)

BUSINESS CHANGES.

The well known leather firm formerly known as Messrs. Bickell & Wickett of this city has been re-arranged, Mr. Bickell retiring from the partnership and Mr. Wm. Craig, formerly of Port Hope, being admitted. The new firm name is Wickett & Craig, Limited. Their large warehouse at 55 Front St. E. has lately been altered and improved to afford better facilities for their increasing trade.

The cork business carried on during the past twenty-five years under the names of Messrs. P. Freyseng & Co. of Toronto, and J. E. Doyle & Co. of Montreal, has been incorporated as The Freyseng Cork Co., Limited. Both branches of the business will be carried on as formerly, and the management in both cases remains unchanged.

The Pure Gold Manufacturing Co., Ltd., so well and favorably known throughout Canada, have decided to open a branch in Winnipeg in order to facilitate their growing trade in the west. The branch will be under the management of Mr. S. J. Smith, who has had charge of their western trade for the past two years.

Mr. J. A. Wells, manufacturers' agent, Room 207 McKinnon Building, Toronto, one of our enterprising young members, informs us that he has completed arrangements whereby he can cover marine risks on export shipments of all classes of goods in a first-class company.

FOREIGN TRADE NEWS.

TRADE ENQUIRIES.

NOTE.—For further information regarding any enquiry mentioned on this page, apply to the Secretary, at Toronto.

Agencies.—A firm of general produce brokers in London, the head of which is a member of the Chamber of Commerce, write offering their assistance to Canadian firms in placing canned goods and produce on the English market.

A manufacturers' agent in Australia, who has been a resident of the colonies for twenty-seven years and has good business connections, wishes to accept a Canadian agency for wax and wood matches, also for any other prominent articles manufactured here.

A firm of manufacturers' agents in New Zealand desire to have placed with them agencies for various articles of Canadian manufacture, including newspapers, wrapping and printing papers, wall papers, asbestos and engine packing, carpets, woollen hosiery, picture mouldings and fancy leather goods.

A firm of commission agents in Florence, Italy, desire to represent Canadian manufacturing firms in any lines save provisions.

A London firm, who are agents for several continental packers, wish to undertake the agency for a first class Canadian firm manufacturing canned goods.

A firm of forwarding and commission agents in London, desire to establish connections with Canadian manufacturing and exporting houses.

A Manchester firm desires the agency for a good Canadian exporter of produce or textiles.

A gentlemen in London offers important information to shippers of Canadian honey.

A general merchant in northern England is anxious to undertake an agency for Canadian grain and flour; also for silver, copper and other ores.

A commission agent, doing an extensive business in Gothenburg, Sweden, desires to be put in touch with leading Canadian dealers in pork, lard, corned beef, maize-meal and corn oil. Also with Canadian manufacturers of syrup.

A correspondent in the Midlands, with experience of Bradford and Manchester goods, is open to act as buying or selling agent for Canadian houses in the trade.

A firm on the London market desire direct communication with Canadian shippers of fruit and produce.

A firm of Canadian merchants doing business in London, and established four years, wish to secure exclusive agencies for some good Canadian manufacturers of canned goods—either fish, fruit or vegetables.

A firm of agents, doing an extensive business in Madras, India, make enquiries for the following lines: stationery, optical goods, toys, enamelled ware, machinery, motors, and rubber tires.

A commission firm in London are desirous of representing some Canadian manufacturing firms.

A Liverpool firm, established in 1823, with splendid equipment, who are doing a very large trade in meats, fruits and canned goods, wish to secure exclusive agencies for these goods from Canadian houses.

An English gentleman, who has had a commercial experience of twenty-five years in Paris, is about to take up agencies there for foreign firms, and desires specially to represent Canadian manufacturers of canned goods. He offers references of the highest order both in London and Paris.

A gentlemen who has been in the lock trade in Wolverhampton for the past 20 years and can furnish good references, is just beginning business as a manufacturers' agent, and is desirous of securing the agency for some good lines of Canadian manufactured goods.

A young man who has represented an English house in London, running several American agencies, is desirous of obtaining some direct agency for lines of Canadian manufacture. The goods he knows best are musical instruments, watches, clocks, and sewing machines.

An agent, having an extensive experience in the grocery and confectionery trade, and having facilities for doing a large agency business, wishes to hear from Canadian firms desiring representation.

A commission merchant in Auckland, New Zealand, connected with the boot and shoe trade there for 14 years, is anxious to handle consignments for Canadian manufacturers. He has a market for all classes of boots and shoes. Good references.

Aluminum.—An enquiry from Jamaica, received through a Toronto firm, asks for Canadian makers of aluminum.

Boots and Shoes.—A firm in London enquire for Canadian manufacturers of boots and shoes.

A commission merchant in New Zealand having an experience of fourteen years in the trade there, is very anxious to handle Canadian boots and shoes, (all classes), and promises a profitable market. Usual commission terms.

Binder Twine.—A commission merchant in Copenhagen, Denmark, states that he has a good market for binder twine, and wishes Canadian firms to forward samples. He gives good references.

Cans.—A firm in India ask for Canadian manufacturers of grocer's solderless cans for jams, jellies, &c.

Canned Fruits.—The addresses of large exporters in Canada of canned and dried fruits are asked for by a provision and produce broker in Liverpool.

Carborundum.—A manufacturing house in Berlin, Germany, established in 1858, make enquiry for carborundum in grain form.

Carriages, Farm Carts and Wagons.—An English firm in Ellesmere enquires for the names of Canadian firms manufacturing carriages, farm carts, wagons, &c.

Chair Parts.—A firm of timber merchants in Liverpool, who deal largely in chair-work, wish quotations on legs, spindles, chair seats and backs, &c. They give sizes and other particulars.

A London firm, at present doing a good business in chair stock, backs, seats, legs, etc., asks for names of additional exporters of such goods in Canada.

Chairs.—A London firm write enquiring for Canadian makers of chairs. They wish to receive catalogues from Canadian houses.

Charcoal Pig Iron, &c.—A Sheffield firm, established in 1879, and having connections with many large steel firms in that city, state that they can do a good trade with Canadian manufacturers of charcoal pig iron (grey and white). They ask for analysis and price, c.i.f., Liverpool or Hull; quantities to be 5-ton lots at first, until they are satisfied. They also enquire for bar iron and scrap ends of bar iron, for crucibles, &c.

Coal.—A reliable authority writes from Gefle, Sweden, stating that there is good prospects for the sale of Canadian coal in Sweden. He states that one of the local railways there is advertising for tenders for the supply of 18,000 tons. The same authority is in a position to take the selling agency for a good Canadian coal for the North of Sweden.

Dowels and Handles, &c.—An English firm established at London and having a branch at New York, are anxious to buy for cash, or to handle for Canadian shippers, dowels, broom handles, and basswood boards.

Fish.—A Hamburg, (Germany) house have asked for names of packers and exporters of dried cod, haddock, stock fish, in the Maritime provinces of Canada.

Fish Glue.—A firm in England ask for samples and prices of fish glue of Canadian manufacture.

Flour, &c.—A Dublin grain, corn, flour and produce broker wishes to obtain the direct agency for a good Canadian firm of millers.

Hardware.—A London firm, shipping principally to Mauritius, would like to receive catalogues from Canadian manufacturers of hardware.

A London firm, buying American and Canadian goods largely for shipment to the colonies, enquire for Canadian shippers of hardware and iron goods.

A wholesale agent in London wishes to purchase Canadian Hardware, and asks for catalogues and prices.

Hardwood.—Information respecting Canadian hardwoods for street paving purposes is asked for by a selling agent who has experience in placing such goods on the English market.

Hay and Straw.—A forage company in Cheshire ask to be furnished with the names of hay and straw exporters in Canada.

Hides.—A London firm, importing grained split hides, wishes to correspond with Canadian tanneries producing such for export.

Launches.—A reliable authority in Hamilton, Bermuda, writes for the names of Canadian firms manufacturing naphtha launches. He asks for price lists and descriptions of pleasure yachts, and plain-fitted launches for rough weather.

Leather.—A Manchester dealer in hides and leather wishes to purchase from Canadian houses leather for shoes, harness, and machine bands.

Two large firms, one in London, the other in Bristol, desire to purchase boot and shoe leather from good Canadian manufacturers.

Lumber.—A firm in London, who deal largely in oak, maple, walnut, birch and elm, would be glad to get in touch with Canadian shippers of lumber.

A large timber firm in Hamilton, Bermuda, desires quotations on car lots of white pine. Large quantities have been imported there from New York. They will give Canadian firms the preference. Particulars as to sizes, etc., can be obtained at our offices.

Lumber—Rough.—A large Company in London have sent particulars of the kinds of lumber they use in large quantities, and will be glad to receive quotations from Canadian firms.

Machinery.—An enterprising firm in India, who do a large import business, write for the names of Canadian firms manufacturing hand power flour mill machinery.

A wholesale merchant in London wishes to purchase agricultural and electrical machinery in large quantities. Will pay by draft.

Meat Scraps.—A wholesale merchant in Amsterdam, Holland, wishes to import meat scraps, being the residue of meat vacuumed and dried.

Motor Carriages.—Enquiry has been made for names of Canadian dealers in motor carriages and similar goods.

Motors, etc.—A firm in France wish to receive catalogues from Canadian firms manufacturing motor carriages, etc.

Mouldings, &c.—A London house wishes to import from Canada picture mouldings, curtain poles and closet seats.

Oatmeal, &c.—A firm in Cardiff, Wales, established in 1860, enquire for Canadian oatmeal, breakfast foods and other meals. They give good references, and desire to purchase the goods less 2% commission, payment to be made by remittances at monthly dates.

A correspondent at Cork (Ireland) has asked to be furnished with a list of millers and firms exporting oatmeal from Canada.

Organ Parts.—An English firm, established in London, wish to know if there are any Canadian manufacturers of organ parts, such as 3-ply walnut lumber, reed boards, keys, stop-works, actions, &c.

Provisions, etc.—An importer of "American and foreign produce" at Newcastle-on-Tyne, with warehouses at Newcastle,

Sunderland and Glasgow, and who is in close touch with many of the large English buying houses, wishes to handle Canadian provisions, bacon, and flour.

Pulp Wood.—A well established commission merchant in Trieste, Austria, wishes to undertake the agency for Canadian firms producing wood pulp.

Round Wood.—A firm in Leicester, England, ask for quotations from Canadian firms manufacturing round wood (tough). The sizes are $\frac{1}{2}$, $\frac{3}{8}$, $\frac{3}{4}$ and 1 inch in diameter. Prices by the ton, c.i.f.

Rubber Goods.—A wholesale merchant in London, shipping largely to Australia and New Zealand wishes to purchase Canadian rubber goods and asks for catalogue and prices. Payment by draft.

Shingles.—A business firm in Ipswich, England, wish to purchase 50,000 roofing shingles in pine, spruce or cedar. They offer cash payments for these delivered at Liverpool.

Slates.—A New York export agent wishes to purchase slates for roofing and other purposes. Sizes: 26x16, 24x16, 24x12, 14x14, 14x7 and 24x14 inches. Thickness not to exceed 17 to 18 in. per 100. These are wanted in car lots for export.

Enquiry is made for particulars of good slate quarries in Canada, in working order, adjacent to ports or waterways, by an agent who can sell large quantities if prices are competitive.

Split Peas.—A London firm desire to be put in communication with Canadian dealers in split peas.

Stationery Supplies—Wood.—A firm of wholesale stationers with branches in Edinburgh, Glasgow, Leeds and Manchester, who buy large quantities of woodwork drawing materials, are willing to purchase these goods in Canada and are enquiring for Canadian makers.

Woodenware.—A London firm, importing all kinds of woodenware, are ready to establish business relations with Canadian manufacturers of these goods.

Wood Knitting Pins.—A large firm in Redditch, England, established in 1750, desire to purchase 400 gross pairs of wood knitting pins, in three sizes. Samples of the goods required are on exhibition at our offices, and will be forwarded to any firm desiring to send quotations.

Wood Pulp.—A Liverpool merchant wishes to represent Canadian manufacturers of wood pulp.

Wood Turnings.—A London firm enquires for Canadian makers of small wood turnings, such as handles, knobs, &c.

MEMBERS' BUSINESS DIRECTORY.

The attention of Members is invited to the desirability of having a business card inserted under one or more headings in the follow columns. Only one inch space is allowed to a firm under one heading, but a firm may be classed under as many headings as are necessary to describe its business. A ready reference to the industries represented in the Association is by this means possible.

ACCOUNT BOOKS.

The Brown Brothers, Limited,

51-53 Wellington West, TORONTO,

Manufacturers of Account Books, Leather Goods, etc. Stationers and Bookbinders.

ACCOUNT BOOK PAPER

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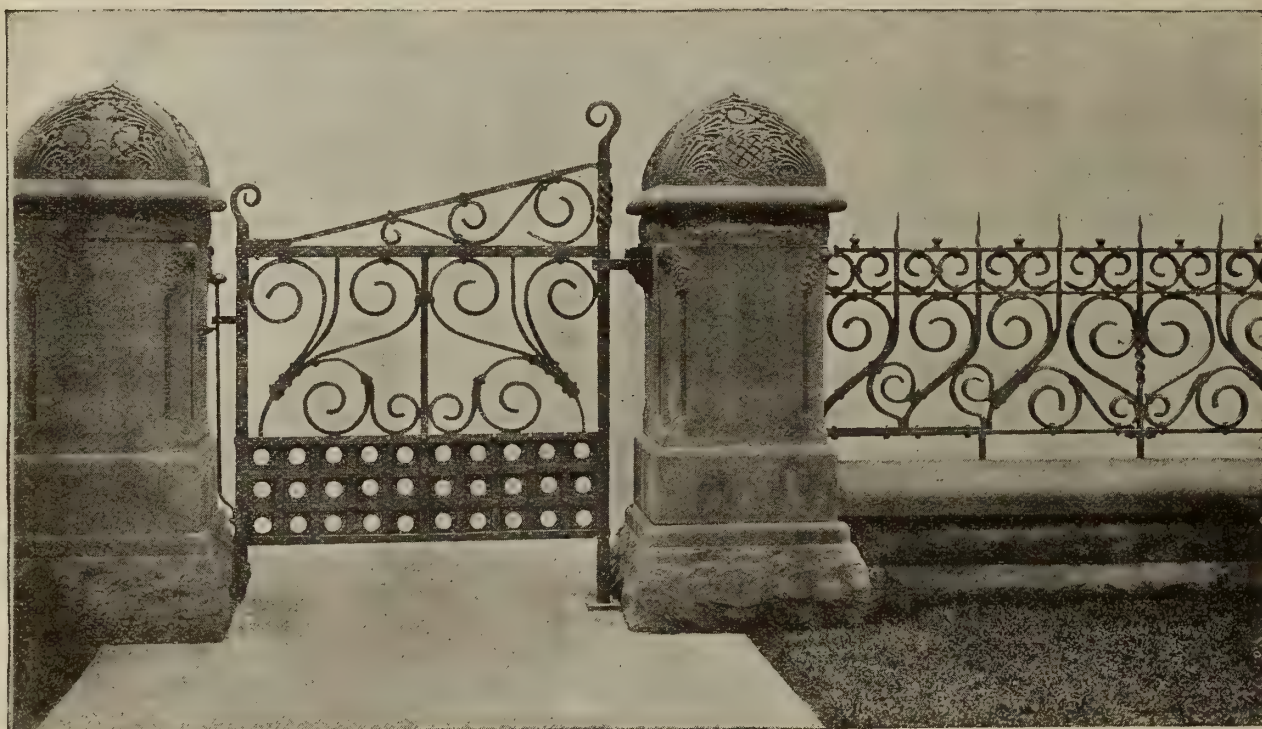
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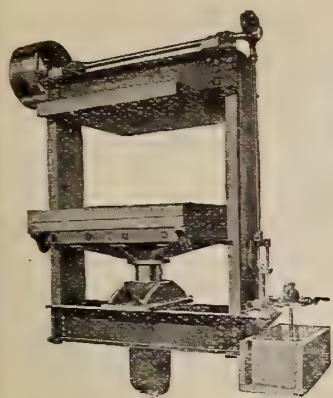
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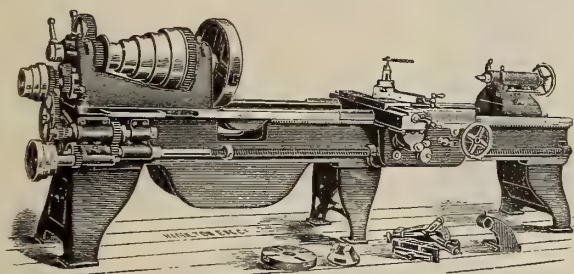
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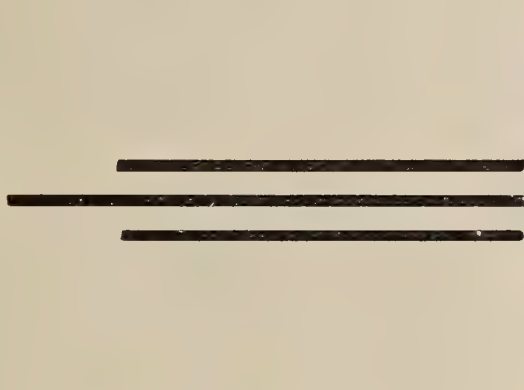
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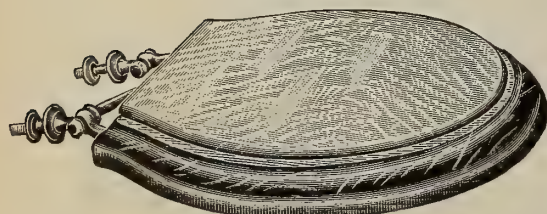
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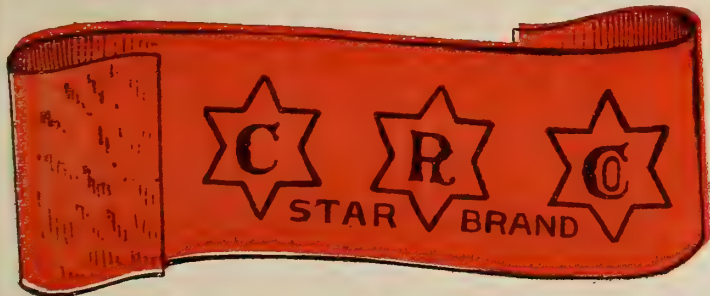


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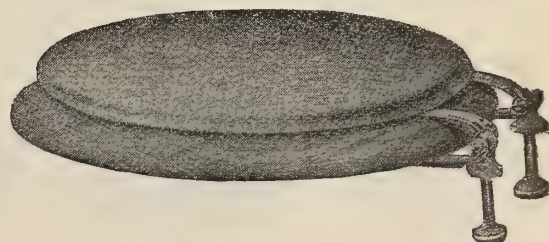
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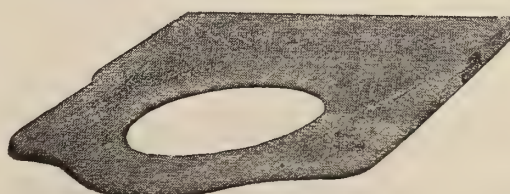


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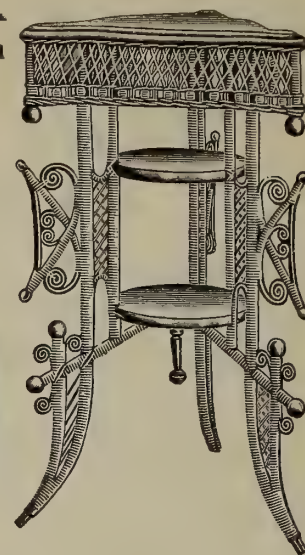
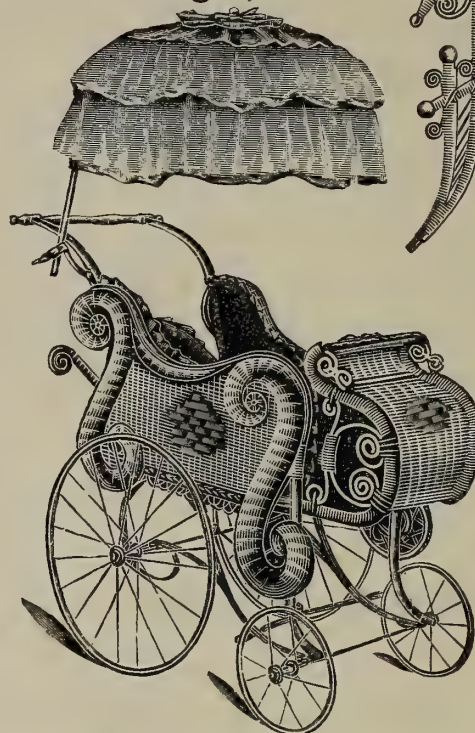
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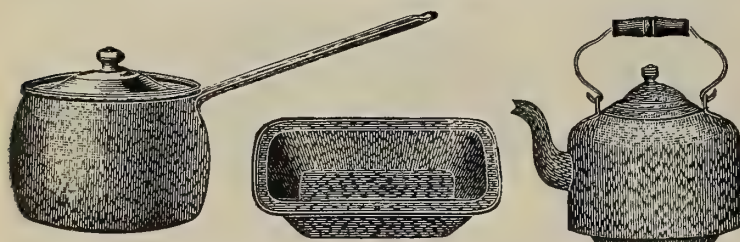


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Vol. II.

TORONTO, APRIL 1, 1902.

No. 8

Industrial Canada.

Issued monthly as the official publication of the Canadian Manufacturers' Association, and devoted to the advancement of the commercial prosperity of Canada.

Industrial Canada circulates to

1. All Members of the Canadian Manufacturers' Association.
2. The British Consuls, the world over.
3. Chambers of Commerce in the United Kingdom.
4. Foreign and home exchanges.
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Head Office, Toronto, Canada.

No Tariff Changes.

There can be no disguising the fact that the budget speech as brought down by the Minister of Finance this year was a disappointment to the people of Canada. While all were gratified to hear once more the story of the general prosperity of our country, and incidentally of the rest of the world, there were many who had looked expectantly for some indication that the Government would take active steps to further preserve that prosperity for our citizens, and prevent the too easy plunder of our resources by outside people.

Not for many years has any Government in Canada had so many influential deputations before it, asking for tariff modifications that would retain to a greater extent our Canadian market for Canadian enterprise and industry.

It is quite unnecessary to specify the particular changes asked for, or the arguments advanced, for their claims have not been denied or refuted by the members of the Government. It has simply been stated that although there are changes required, although there are imperfections in the tariff, no alterations can be made on account of the need for tariff stability, or the necessity of a short session to allow the Ministers to attend the coronation and the imperial conference. Is there not a possibility of our legislators confusing "stability" with "stagnation?" Or again, if the Government had wished a longer session to carry

out the business, could not Parliament have met one month earlier? Or again, do we find that Australia has ceased to deal with its tariff so that it might not embarrass the policy of the imperial conference?

But however evasive the Budget speech may seem there has been much encouragement gathered from the Budget debate. While many speakers took a bold straightforward attitude in favor of a plain policy of Canada for Canadians, there were many others, staunch Government supporters at that, who plainly intimated that a more pronounced Canadian policy would have their support. There have been scarcely any flaming free trade speeches. Mr. Edwards' speech, dogmatic as ever, was to be looked for. Sir Richard in his herculean effort surpassed himself, but he was not taken seriously. His declamations won applause, as would a veteran actor on the stage, bringing back with life-like realism the life and thoughts of other days and by-gone generations. But he won no applause as a statesman outlining principles for his country's progress, and so our manufacturers and artisans, and indeed the Canadian people, can read and learn that although as yet they have not had active Government interest in what pertains to their progress, there is a growing public sentiment in favor of Canadian industrial development to which our Government must bow. Mr. Charlton's recent utterances we have deemed so important as to be worthy of publication, and part of his logical speech appears in this issue. The light of such luminous utterances will soon dispel the free trade cloud which some Canadians have devoutly worshipped—in the delusion that it afforded protection.

Railway Commission in Sight

The report which the railway commissioner, Prof. S. J. MacLean, has presented to the Canadian Government is a complete corroboration of the various contentions of the Railway and Transportation Committee of the Canadian Manufacturers' Association. We can now hope that the vexatious grievances which stand in need of a remedy, grievances which appertain to classification, discrimination and excessive rates, will be taken up by an active and efficient body that will be

powerful enough to dispense justice to our railway corporations.

The most gratifying section of the report is that recommending the establishment of a Railway Commission, for such a tribunal will safeguard the future. True, there has been a Railway Committee of the Privy Council in the past, a Committee that has enjoyed the reputation of a Court of Appeals, but the various grievances that were aired before the Commissioner last summer stand as a permanent proof of the fact that the constitution of this Railway Committee is weak and the Committee itself inadequate to meet the demands of the hour. It is hampered by a dual function, political and administrative. There is no continuity of tenure. There is a lack of technical training for the work. There is a lack of migratory organization, rendering it unable to deal effectively with smaller complaints. The distance to be traveled by complainants makes the expense of objection too great. The appointment of a committee of three, specially fitted for the office, and vested with judicial authority, ought to be acceptable to railway companies and public alike. We trust that the Government will regard the suggestion to create a Railway Commission with favor.

"Halifax 1902."

The decision of the Executive Council to hold the next annual meeting at Halifax has met with general approval. It was not reached without difficulty, as very cordial invitations had come also from Winnipeg, St. John, N.B., and Sydney, C.B. It will be understood that there was no lack of appreciation on the part of the Executive of the warm welcome extended by these cities, all of which have many special attractions and inviting features. Halifax was chosen because its invitation was the first

NOTICES.

- 1.—Montreal Executive, at Association Rooms, Temple Building, Montreal, Thursday, April 10th, at 3 p.m.
- 2.—General Executive Council, Board of Trade Building, Toronto, Thursday, April 17th, at 2 p.m.

SHOW YOUR PREFERENCE FOR CANADIAN GOODS.

received, and because it was felt that the recent phenomenal growth of the maritime industries demands the special attention of the Association and of all patriotic Canadians.

We now want to make this annual meeting "the best yet," but its success depends largely upon the interest shown by the individual members. The programme is not yet known, but it may be relied upon that the meeting will be one of the greatest industrial events of the coming summer in Canada.

Apart from the practical business advantages which the Convention offers, the journey to and from Halifax affords delightful pleasure trips. In the month of August, what will be more delightful for the western members, than say, a trip through the Thousand Islands, then via the Intercolonial Railway, through such scenery as that offered by the Metapedia Valley to old historic Halifax down by the sea? In all probability arrangements will be made for a side trip to Cape Breton, with its magnificent iron, steel and coal industries, and the return journey might be made through the Anapolis Valley which embraces the famous country of Evangeline, the garden of Nova Scotia. Already many of our members are looking forward to the annual meeting. From month to month we will keep them posted on the various preparations being made. The exact date is not yet fixed. Let the members of Association unite from east to west to make the meeting a success. It is the opportunity of the east, for the eyes of all Canada will be upon her. It is the opportunity of the west to come in touch with eastern enterprise and industry. It is a special opportunity for every public-spirited business man who is looking for a profitable and enjoyable holiday during the coming summer.

GROWTH OF MANUFACTURING IN TORONTO.

It is understood that the census of manufacturing industries in Toronto shows a very satisfactory increase over the figures of ten years ago. In the census of 1891 every establishment employing from one person upward was counted, while in the recent enumeration only factories which employed five persons and upwards were included in the reckoning. The total number of industries ten years ago was 2,109, this year there are about 1,200 more. Ten years ago the number of employees in all establishments was 24,480 and the aggregate of wages paid for labor was \$9,042,125. In 1901 there were about 44,000 persons in factories employing five persons and upwards and the amount of wages paid for labor was about \$15,000,000. Ten years ago the value of products in all factories was \$42,489,352. For the present year it is in round numbers \$59,000,000.

A REPORT REPLETE WITH SUGGESTIONS.

A report of the committee on machinery to the Toronto Industrial Exhibition Association contains some well-timed suggestions. After noting the improvement of the exhibits in Machinery Hall it goes on to say that several changes are absolutely necessary to furnish inducement and facilities to exhibitors. It suggests:

1. That the building itself should have more prominence.
2. That a roadway be made leading to the western end of the building from the main thoroughfare and that the western entrance to the building be made somewhat attractive by the erection of a portico.
3. That in the carrying out of the proposed re-arrangement of buildings and the grounds, more prominence be given to Machinery Hall and the necessity of its enlargement in the near future be kept in view. It is suggested that the old stove building be removed and that the stove exhibit be given a portion of the new Manufacturers' Building, allowing a wide avenue to be made to the front of the Machinery Hall.
4. That all the industrial buildings should be illuminated on the outside and that the western end of Machinery Hall be treated in the same manner as the south side.
5. That four dormers be put on the roof as proposed by Architect Hall to furnish proper ventilation for the building.
6. That the manager be urged to use every effort and to spare no reasonable expenditure to secure the exhibits of processes of manufacture.

TWO ENGLISH VISITORS

During the past month there have been two important English visitors to the Canadian market, Messrs. D. G. Gun-Browne, of Browne & Co., general agents, London, E. C., and S. Raleigh Kirkness, of J. T. Plimpton & Co., Liverpool and London. Both secured several important Canadian agencies, and a good deal of trade ought to result from their visits. The former is still at the Queen's Hotel, in Toronto, and is quite willing to talk business with our Canadian manufacturers.

The firm of Plimpton & Co. has been established 23 years, and is now arranging to introduce both Canadian and United States merchandise on the English market. Mr. Kirkness is chiefly interested in agricultural implements, hardware and woodenware, carriages, harness, bicycles, and furniture. A large staff of travelers is employed, who cover the United Kingdom thoroughly.

Mr. Browne has taken up canned goods, fruit, vegetables, fish and meats. His firm will also sell productions of the Toronto Carpet Co., the Schultz Manufacturing Co., and the Valley City Seating Co. They are taking a deep interest in all classes of woodenware and furniture.

ENGLAND WANTS CANADIAN MANUFACTURES

Herbert W. Umney, writing from London, Eng., says: "I wish you would convey to the Canadian manufacturers some expression of the wide scope there is for export trade in engineering goods, such as engines, pumps and electric machines; in iron and steel, both as raw and finished products, and also in hardware, such as nails, bolts, etc. All the above industries are invaded by American manufacturers who have agents in London for the sale of their produce, not only in England, but in the colonies and foreign countries whose buyers are resident in this country. The present time is particularly opportune to introduce Canadian goods, as the Imperial feeling of indebtedness to the colonies now existing is considerable."

Mr. Umney is a highly reputable Canadian who has just opened up a commission office in King William Street, London, which is the main thoroughfare from London Bridge to the Bank of England, the recognized centre not only of the Empire but of the world, and will make a specialty of handling Canadian manufactures. Mr. Umney was formerly Assistant Professor of Engineering at McGill University, Montreal, and for the last two years and a half managed the English office of one of the largest United States firms.

COMING EAST

We are pleased to be able to say that Mr. John Hendry, the British Columbia Vice-President of the Canadian Manufacturers' Association, will, in all probability, be in Toronto for the next meeting of the Executive Council.

"MADE IN CANADA."

On investigation we find that the words "Made in Canada" are sufficiently protected under the Act governing false marking of goods to prevent their misuse on any article made in Canada. It now behooves our Canadian manufacturers to stick to their guns and make the use of these three words popular.

WEST INDIAN EXHIBITS.

We notice that there are advertisements appearing in the leading West Indian papers announcing that the Toronto Exhibition is to open on the 26th of August next, and that it has been suggested that the products of the various colonies should be exhibited. Messrs. Pickford & Black have offered to carry such exhibits free of charge, and the Royal Agricultural and Commercial Society is willing to undertake the registration and shipping of the same if the articles are packed.

EXECUTIVE COUNCIL

Next Annual Meeting at Halifax—New Secretary Appointed

THE Executive Council held its regular monthly meeting in the council chamber Board of Trade building, on Thursday, March 20th, at 2 p.m.

The following members were present : Messrs. R. B. Andrews, Geo. Booth, E. C. Boeckh, R. J. Christie, C. N. Candee, J. F. Ellis, P. W. Ellis, Jas. Goldie, W. K. George, George H. Hees, J. H. Housser, R. Hobson, W. K. McNaught, J. P. Murray, Thos. Roden, J. O. Thorn, A. W. Thomas, S. M. Wickett and the Secretary. In the absence of the president and first vice-president, Mr. W. K. George, Ontario vice-president, occupied the chair.

The minutes of the last meeting were taken as read.

COMMUNICATIONS

The following communications received attention :

1. A number of letters from members of the Council who were unable to be present.
2. A letter from the Maritime Board of Trade submitting several resolutions for the consideration of the Association. The resolutions relating to the fast Atlantic steamship service and to the operation of the preferential tariff being allowed only on goods entered through Canadian ports were referred to the Railway and Transportation Committee for report.

Another resolution expressing their approval of the desirability of securing a preferential tariff in Great Britain towards colonial imports was considered to be in direct harmony with the resolution adopted at the annual meeting of the Association, and the Secretary was instructed to so inform the Maritime Board of Trade and forward them a copy of this resolution.

3. A letter from Mr. J. P. Murray, suggesting that the Association should lay before the Premier a number of matters which it believed should be discussed at the coming colonial conference, was read.

It was moved by Mr. Murray, seconded by Mr. McNaught that this suggestion be adopted, and that the matter be referred to each of the standing committees, the Chairmen of these to form a committee and present a report of their recommendations at the next meeting of the Executive. Carried.

4. A letter from the Western Fair Association announcing that the Association was allowed two representatives on its Board, and a similar letter from the Provincial Exhibition Commissioner of Halifax, asking for the appointment of one representative, were read.

It was moved by Mr. J. O. Thorn, seconded by Mr. W. K. McNaught, that these two matters be brought before the special committee on exhibitions, and that in the mean-

time the secretary should ascertain the views of the members of the Association in each of these localities as to who should be appointed. Carried.

The reports of the various officers and committees were then received as follows :

TREASURER

The Treasurer's report was presented by Mr. George Booth, and upon his motion, seconded by Mr. Thorn, the report was adopted.

FINANCE

Mr. P. W. Ellis presented the report of the Finance Committee, announcing the renting of a permanent office in Montreal, and providing for the various running expenses of the Association during the month.

The report was adopted on motion of Mr. Ellis, seconded by Mr. Booth.

INDUSTRIAL CANADA

The report for INDUSTRIAL CANADA was presented by Dr. S. M. Wickett, who moved its adoption, seconded by Mr. McNaught. The report outlined the present finances of INDUSTRIAL CANADA and its policy for the future with regard to special articles.

RECEPTION AND MEMBERSHIP

The report of the Reception and Membership Committee was submitted by Mr. J. P. Murray, and embodied the following recommendations :

1. The reception of fifteen applications for membership, the names of which firms appear in another column.
2. That firms who had ceased to be members be asked to return their certificates, and that their certificate numbers be cancelled.
3. That the annual fee for newly elected members date for twelve months from the time of their election, this doing away with the necessity of adjusting the fee for the part year.
4. That the next monthly dinner of the Association be held, if possible, at Brantford at some date in the near future.
5. That Halifax be selected as the next place of holding the annual meeting, and that this takes place as early in August as possible.
6. That Mr. J. F. M. Stewart be given authority to organize a Halifax Branch of the Canadian Manufacturers' Association.

It was moved by Mr. Murray, seconded by Mr. J. F. Ellis, that the report be adopted with the exception of the clause relating to the payment of fees, and that this be left over for further consideration by the Finance Committee. Carried.

COMMERCIAL INTELLIGENCE

The report of the Commercial Intelligence Committee was submitted by Mr. George

H. Hees, chairman. The report dealt with several matters relating to export trade, among them being : (1) The possibility of extending the facilities of the Association office work in this department ; (2) the securing of additional foreign correspondents and (3) the perfecting of the Association's system of confidential reports.

The adoption of the report was carried.

Regarding the appointment of a Canadian Trade Commissioner in Great Britain, Mr. Hees suggested that as Hon. Mr. Ross had offered on behalf of the Provincial Government to assist with \$5,000 the establishment of a Canadian office in Great Britain, the Dominion Government be once more petitioned to take up this question and appoint a Trade Commissioner, with headquarters in London.

After considerable discussion Mr. Hees withdrew his suggestion, and a motion was moved by Mr. McNaught, seconded by Mr. J. F. Ellis, that a committee be appointed to go into this whole question, and if desirable meet with a committee of the Board of Trade, in order to make definite recommendations as to the best means of opening an office in London, and that their findings be reported to this Executive Council at its next meeting, the committee to be composed of Messrs. W. K. George, George H. Hees, P. W. Ellis, J. P. Murray, J. O. Thorn, R. J. Christie and W. K. McNaught. Carried.

PARLIAMENTARY

The report of the Parliamentary Committee, in the absence of the chairman, was presented by the secretary, and referred to the following important matters : (a) The work of the committee regarding the Bill of Incorporation of the Association, (b) Act to amend the Alien Labor Act ; (c) Bill affecting Civil Engineers ; (d) The protection of the words "Made in Canada" ; (e) The amendment of the Factory Act ; (f) Insolvency Legislation ; (g) A request that the Canadian Government in purchasing for their various departments should give Canadian manufacturers the benefit of the duty, and (h) The Bill introduced by Mr. Puttee with reference to conciliation and arbitration.

The adoption of the report was moved by Mr. J. F. Ellis, seconded by Mr. Christie, and it was resolved that the secretary should go to Ottawa to watch the progress of the Act relating to the Incorporation of the Association ; that also the secretary should take full charge of the opposition to Mr. Puttee's Bill, which the Executive decided unanimously to oppose, as being unnecessary and unfair, and that the request with reference to the duty on Government purchases be

referred to the Parliamentary Committee for further report.

It was resolved that the question of insolvency legislation should stand over.

The motion to adopt the report was then carried.

THE TORONTO AND MONTREAL BRANCHES

The report of the Montreal Branch was read, and it was moved by Mr. Booth, seconded by Mr. J. O. Thorn, that it be received. Carried.

The report of the Toronto Branch was presented by Mr. J. O. Thorn, who moved that it be received, seconded by Mr. Roden. Carried.

These reports appear in another column.

NEW SECRETARY

Mr. Geo. H. Hees submitted the report of the special committee appointed to consider the resignation of the Secretary and the appointment of a successor.

The report advised the acceptance of the resignation of Mr. T. A. Russell, present Secretary, to take effect April 1st next, and the appointment of Mr. R. J. Younge as Secretary, his appointment to date from April 1st next, and to continue to the close of the Association year. Carried.

Mr. Younge was then introduced to the meeting by the Chairman, and thanked the Executive for the confidence reposed in him as shown by his appointment.

OTHER MATTERS

The Secretary submitted a letter addressed to the Deputy Minister of Labor in reply to his of former date, asking for further information as to the views of the manufacturers with reference to the *Labor Gazette*.

It was resolved that this letter should be approved of and forwarded at once, and that it should be published in full in INDUSTRIAL CANADA.

The Secretary reported with reference to the present membership of the Association; the financial arrangements relating to INDUSTRIAL CANADA; membership fees, trade index, etc., and the special campaign for the purpose of raising a fund to interest the people of Canada in Canadian manufactures.

The meeting then adjourned.

A POINTER FOR CANADIAN MILLERS

"Following are recent quotations for flour:—Extra bakers' flour in brls. and bags, \$5.80 to \$6; Supers, \$4.80 to \$5; Canadian No. 2 extras, of which the steamer Oruro, which arrived on Monday, brought about 600 brls., \$5.25 to \$5.35. This grade of Canadian flour is in good request here at present, and if the Canadian millers can supply the demand the trade with Canada should become much larger than it now is. These prices are all retail."—*Daily Chronicle* of Georgetown, British Guiana.

This clipping corroborates Mr. Stewart's statement that Canadian flour can be sold at a profit in the West Indies.

REPORT OF THE MONTREAL BRANCH

The different matters engaging the attention of our Montreal branch were dealt with at the meeting of the Executive held on Friday afternoon, March 14.

ANNUAL CONVENTION

A request was received from the Executive Council asking the Montreal Executive to withdraw its recommendation that the next convention should be held in Winnipeg and acquiesce in favor of Halifax. Although several of the members still believed that Winnipeg was the most desirable place, it was unanimously decided to concur and do our utmost to make the Halifax Convention a success. It was felt that the 1903 Convention should be slated for Winnipeg and that all arrangements should be made to conform to that idea. The courtesy of the Winnipeg

manufacturer was freely confessed, as also the need of its encouragement in Montreal. A letter was read from the Secretary of the Y.M.C.A. asking co-operation, but while the educational work of this institution was commended, it was felt that no immediate action in the way of support could be taken. A committee, composed of Messrs. Geo. E. Drummond, J. C. Holden, E. Tougas and Col. Burland was appointed to investigate the efficiency of the different technical institutions in the city and report.

ALL-CANADIAN EXHIBITION

It was pointed out that the four nominees of the Canadian Manufacturers' Association for election to the Directorate of the Toronto Exhibition Association had been defeated at the recent election, and it was suggested that inasmuch as it appeared that the manufacturing side of a Toronto Exhibition would receive scant attention the Montreal branch should withdraw its recommendation that the All-Canadian Exhibition should be held in Toronto and that Ottawa be favored. Decision was deferred for want of information to indicate the reason why our representatives had not been elected, whether it was out of disrespect for the Association or whether it was a mere accident. The Montreal branch decided to solicit information on this matter from the Toronto branch.

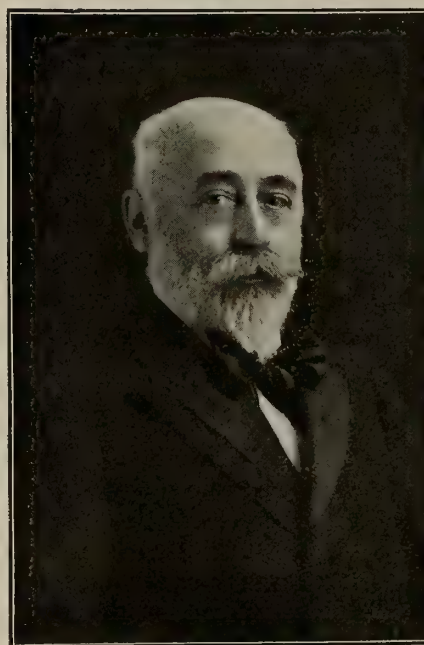
LABOR UNIONS AGGRESSIVE

One of the members reported to the Executive that he had written to the Deputy Minister of Labor, at Ottawa, complaining of the zeal shown by one of the officials of his department in the organization of trades unions. An answer had been received to the effect that the official had exceeded his duties. It was generally conceded that the manufacturers must carefully watch the trade union movement, and that Mr. Puttee's bill, now up in Parliament, should be strenuously opposed. This latter matter was referred to the head office.

The suggestion that the Montreal secretary should spend the best part of April in the Toronto office was received with favor, and leave of absence was granted. Eight applications for membership were received and passed.

THE MACHINERY TAX

The report of the committee appointed to wait on the Civic Finance Committee to ask for the abolition of the machinery tax, was received. Although a strong case had been made out against the tax, the Council promised no redress, and although it was shown that the tax was levied irregularly, no conference was granted. Since the meeting, however, Ald. Sadler has kindly promised to have the assessors meet with the secretary and discuss the matter of assessment.



HONORABLE J. D. ROLLAND,

Member of the Legislative Council of the Province of Quebec, Chairman of the Executive of the Montreal branch of the Canadian Manufacturers' Association, President of the Rolland Paper Co., identified with several other financial and industrial concerns, and above all an enthusiastic Canadian.

authorities was testified to and it was suggested that the General Secretary be requested to express our appreciation of their hearty invitation.

CAMPAIGN FUND

The progress of the campaign fund which is being raised to educate Canadians to an appreciation of their manufacturing industries was discussed, and different members of the committee pledged their support in the awakening of interest in the scheme.

MONTREAL'S TECHNICAL EDUCATION

The subject of technical education was introduced, and from the interest displayed it promises to furnish plenty of discussion at future meetings. Its importance to the

REPORT OF THE TORONTO BRANCH

The Toronto Branch Executive met on Wednesday, March 19th, and beg to report as follows:

ULTRA-VIRES

1. With reference to the proposed suggestions for beautifying the city, it was deemed that this work lay beyond the scope of the Manufacturers' Association as a body, and that it was not wise to interfere with the functions of other organizations.

POSTAL DELIVERY

2. No improvement having been made in the West End Postal Delivery Service, the Executive is communicating again with the Post Master General, in the hope of obtaining some immediate action.

COAL SUPPLY

3. The question of the scarcity of the coal supply in Canada, referred to the Branch from the last Executive Council meeting, was considered and also the suggestion of Government assistance in developing mines in Ontario, as made by Mr. Taylor. It was thought that no action on the part of the Association would improve the situation, as no source of supply is known in Ontario, and the set of circumstances causing the recent grievance may not occur again.

THE CARE OF PAVEMENTS

4. The weakness in the present method of caring for the streets of the city was brought to the attention of the Executive by

the Chairman. Expensive pavements are paid for by property owners on their respective streets, and no repairs are made until the street is practically ruined, when the same citizens are called upon to pay for a new pavement.

A resolution was passed by the Executive commending the recent action taken by the city council in appointing a committee to consider the question of caring for the streets, and approving of the principle that the city should keep permanent roadways in proper repair, the expense to be borne by general taxation. The secretary was directed to send a copy of the same to the city clerk.

EXEMPTIONS EXTENDED

5. The Executive is pleased to report a temporary settlement of the Assessment question. The matter came up finally on February 27th, before the Municipal Bills Committee of the Ontario Government, when the Toronto branch was represented by a large delegation, and their view presented by Messrs. J. O. Thorn, J. F. Ellis, W. B. Rogers and J. K. Osborne. After a lengthy discussion, it was finally decided to extend the present exemptions on machinery, &c., one year longer—all exemptions to expire January 31, 1903. All Provincial municipalities were given the power to exempt through their municipal councils up to that time, but no longer.

THE LABOR GAZETTE

The Secretary replies to the Deputy Minister

Referring to the resolution criticizing the *Labor Gazette* passed at the annual meeting of the Canadian Manufacturers in Montreal last November, the Deputy-Minister has asked some questions. These have been replied to by the secretary. The correspondence on the subject reads as follows:

OTTAWA, Feb. 7th, 1902.

T. A. Russell, Esq., Secretary Canadian Manufacturers' Association, Board of Trade Building, Toronto, Ont.

DEAR SIR,—The Department has received the following as a copy of the report of the special committee appointed by the executive of the Canadian Manufacturers' Association to report on the *Labor Gazette*, which report was carried at the annual meeting of the Association in November last:

1. It finds decided room for objection to the definition of labor implied in the general character of the *Gazette*. Labor, we venture to believe, conceived in its proper sense, is not limited to the employee, but embraces the whole field of industrial and commercial life. Industrial interests are essentially one; and this narrow definition of labor is calculated to militate against the recognition of this community of interests, which is at the basis of the relations between employer and employee.

2. The committee finds that the system under which local information is secured for the *Gazette* is not such as to guarantee to the

country at large the most reliable and serviceable reports. Numerous objections have been raised by members in this respect against incomplete and biased information.

3. The committee is of the opinion that a monthly issue of the *Gazette*, as at present, is calculated to encourage the publication of much ephemeral material, and to militate against attention being given to the issue of matter of more permanent value. Our opinion in this regard may perhaps be made clearer by citing for comparison the well edited and extremely useful Washington *Labor Bulletin*. A quarterly issue of our own *Labor Gazette*, we firmly believe, would be in the best interests of all classes of labor."

The Minister is most anxious to give the fullest possible consideration to the views of the committee, and to that end would much appreciate it if the committee would favor him with its reasons for the various views embodied in its report. These might possibly be grouped under the following heads:

With regard to section 1: What definition of labor does the committee conceive to be implied in the general character of the *Gazette* and on what facts in the *Gazette* does this committee base its definition?

In regard to Section 2: What "system" of obtaining local information is referred to, and what system would the committee suggest as the best to be adopted for securing local information? Also, what information in the *Gazette*

does the committee find to have been incomplete and biased?

In regard to Section 3: What material in the *Gazette* does the committee regard as ephemeral, and to what matters of more permanent value would the committee suggest attention should be directed? Wherein does the committee regard the Washington *Labor Bulletin* as better edited than the *Labor Gazette*, and what features in the former is it that the committee regards as constituting its extreme usefulness?

Finally: On what grounds does the committee base its opinion that a quarterly issue of the *Labor Gazette* would be in the best interests of all classes of labor?

Yours faithfully,

W. L. MACKENZIE KING,
Deputy Minister of Labor.

TORONTO, Mar. 20, 1902.

W. L. Mackenzie King, Esq., Deputy-Minister of Labor, Ottawa, Canada.

DEAR SIR,—I beg to reply again to your favor of the 7th inst., asking for more detailed information regarding the views of the manufacturers with reference to the *Labor Gazette*. It has not been possible for us to consult our general membership, by whom the resolution referred to was passed at the annual meeting in Montreal.

We therefore had a small committee consider your letter and the resolution, with a view to forwarding such ideas as have been brought to their notice. This committee desires to outline their views on the various points you mention somewhat as follows:

We understand the definition of labor implied in the general character of the *Gazette* to have regard almost entirely to the standpoint of the employee, and without reference to the standpoint of the employer and producer. Our opinion in this line is supported by the continued reports from local correspondents, all written from the standpoint of the employees, and withholding almost any mention whatever of the position of affairs from the manufacturers' standpoint. The greatest objection in this regard is found with the system of obtaining local information, for to the best of our knowledge, practically all the correspondents of the *Labor Gazette* are union labor men. We find that their information on a number of features which have been brought to our attention has been incomplete, and items which manufacturers believe to be of general interest to the *Labor Gazette* were not forwarded by correspondents, although their attention was drawn to the same.

We have not, of course, experience in the administration of the Department, and do not know to what extent you have made efforts to secure information from the employers' standpoint, but it has appeared to our members that practically everything published from your correspondents has been written from the standpoint of employees only.

Our manufacturers do not wish personally to be put in the position of public complainants about any specific instances of this kind, nor do they think that they should be required to in the case of a Government publication purporting to report only facts. But we have been

informed of lack of attention on the part of correspondents to letters written by manufacturers; statements have been made relating to an industry, which, while probably not false, did, by stating only partial facts, give a false idea of its position, and yet when this was pointed out to the correspondent, no correction or acknowledgment was made. An action of this kind serves quickly to destroy confidence in the fairness of the *Gazette*.

We do not wish to go through the *Gazette* to secure all the possible specific instances of this class, but there is no doubt that the feeling has become strong among manufacturers that the *Gazette*, a Government publication, is, through its correspondence column, used too much as a chronicle of organized labor.

We might refer to such matters as the publishing of the efforts leading in the direction of new unions; suggestions by correspondents that the union label was likely to be made effective as a trade-mark; that in a disagreement in certain factories the employees were likely to succeed and the shop become thoroughly unionized.

Much of this material in the *Gazette* we regard as ephemeral, and it is this which has led us to the belief that a quarterly issue of the *Gazette* would be a marked improvement. We believe that if your correspondents had to supply information only quarterly, it would be much more thoroughly digested, and would contain information of a more valuable and carefully thought out character than is now the case in the detailed correspondence columns.

In conclusion, we beg to assure you that we appreciate your courtesy in asking for whatever suggestions our committee or our members individually might care to offer with reference to the improvement of the *Labor Gazette*.

Yours faithfully,

T. A. RUSSELL, Secretary.

NEW MEMBERS

The following firms were received into membership at the last meeting of the Executive Council:

Boyd, Caldwell & Co., Lanark, Ont., woollen manufacturers.

Brown & Wigle Co., Kingsville, Ont., woollen manufacturers.

The Canadian Feather and Mattress Co., Toronto, manufacturers of wire and stuffed mattresses, feather and down goods, etc.

The Dominion Cord and Tassel Co., Montreal, manufacturers of fringes and trimmings; embroidery of all kinds.

The Downer Pattern Works, Toronto, manufacturers of patterns and models.

Joseph Fortier, Montreal, blank books, forms of all kinds, stationery, relief stamping, embossing and printing.

Gault Brothers Co., Limited, Montreal, manufacturers of shirts, collars, whitewear and neckwear.

Granby Rubber Co., Granby, Que., rubber boots and shoes.

Harris & Co., Limited, Rockwood, Ont., woollen manufacturers.

Herron & Co., R., Montreal, spices, baking powder, jelly powders, coffees.

Hobbs Mfg. Co., London, Ont., stained glass.

Meakins, Sons & Co., Montreal, brushes and brooms.

Shawinigan Water and Power Co., Montreal, water and electrical power for

aluminum, calcium carbide, pulp, paper, etc.

The Timmis-Noble Co., Montreal, blank books and stationery, printing and lithographing.

Toronto Liquid Carbonate Co., Ltd., Toronto, liquid carbonic acid gas; mineral salts, carbonators, etc.

THE YUKON

A Field for Canadian Manufacturers

IT would seem that our manufacturers have overlooked a most important field in their own Dominion, viz. the Yukon Territory. Our interest has been aroused by a recent visit from Mr. F. C. Wade, the Crown Prosecutor of the Yukon, who has given us some startling facts concerning the growth of the Territory, and the almost entire lack of interest shown by Canadians in the development of this part of their own country.

A RICH AND INHABITABLE COUNTRY

Five years ago the Yukon and its possibilities were unknown. To-day it has a resident population of nearly 30,000, and in spite of the fact that only one small district has been explored and worked, in the last four years its shipments of gold have amounted to \$72,000,000.

Mr. Wade impressed upon us the fact that the Yukon is not a barren, uninhabitable waste. It has a pleasant climate, and a soil which yields abundantly. Nor is Dawson any longer a collection of miners' huts, but a modern city, with all the conveniences and many of the comforts of the East. Among other advantages, it possesses excellent systems of telegraph and telephone, electric light and power both above and underground, and a uniformed messenger service. Perhaps in no other city in the Dominion are the buying public so hard to please, only the very best qualities of goods being in demand. The total assessment of the city is \$12,415,180, which, in proportion to its population, is larger than that of any other city in the world.

WHERE ARE THE CANADIANS?

Mr. Wade emphasized particularly the fact that nothing is manufactured in the Yukon, and that the growing population, demanding the best, and willing to pay the highest price, is being supplied by the industries of the United States.

True, Canadian middlemen handle a large proportion of the goods sold in the Territory, but almost without exception, these goods are manufactured in the United States. In almost every instance, the same classes of goods are manufactured by Canadian firms who have stood by, apparently indifferent, while the Yankee has captured our home market without any difficulty.

SOME LINES WE MIGHT SELL

For the information of our members we will speak of a few important lines of goods

which are being used in large quantities and which Canadian houses might supply.

MACHINERY

Since the new process of mining by thawing has been introduced more than \$5,000,000 worth of mining machinery has been shipped into the Yukon. There is a constant demand for boilers, engines, drums, hoisting gear, etc. And now that Quartz claims are being operated, there is an excellent market for all kinds of Quartz machinery such as crushers and stamp mills.

RUBBER GOODS

Very large quantities of rubber boots are used, and at present the whole supply comes from the United States, the Canadian makes being found too heavy and cumbersome for the long marches on the trails. United States firms have catered for the trade and make a light, solid article which gives them control of the market.

CANNED GOODS

Owing to the absolute lack of vegetable and fruit production in the Territory, immense quantities of canned goods are required. The tins of Canadian makers are too heavy and thus render transportation very expensive. Their cheap and unattractive labels are also in disfavor. The Yukon wants the best. Can't we give it?

MINERS' SUPPLIES

All classes of miners' hardware are in good demand, such as picks, tools, shovels, candlesticks, &c. These must be light and strong.

FURNITURE

The primitive condition of the territory is evidenced most strongly perhaps by the furniture in use. Up to the present time very little furniture has been shipped in, and as might be expected, there is an excellent market for almost every kind of furnishing. Any that can be shipped in knock-down condition is at a great advantage in transportation. Pictures and mouldings, carpets and hangings, and fittings of all kinds, are certain to form a large part of the imports in the near future.

DAIRY PRODUCE

It is a surprising fact that Canada, famed for her butter and cheese, fails to supply her own population. Almost all the produce used in the Territory comes from the United States. Fault has been found with Canadian methods of packing butter, cheese, bacon,

etc., and, without endeavoring to meet the requirements, our Canadian firms seem to have relinquished the field.

Butter must be shipped in small packages, sufficiently well sealed to challenge the long and difficult route of transportation. Bacon must be thoroughly cured and well packed. Eggs are in good demand.

CLOTHING

In this department alone Canada appears to be represented, and here only to a very small extent, while from month to month the demands of the market are increasing. The goods furnished must be new, up-to-date materials, as the people dress as well, and in the very same manner as the residents of our best Eastern cities.

We must remember that the Yukon is a part of our own Dominion, and that unless we bestir ourselves we will have little part or profit in its growth.

IMMEDIATE ACTION

We should be sufficiently interested to make an earnest effort to retain a market which rightly belongs to us, and when our manufacturing firms have been driven from the field by the superiority of any other, it will then be time to abandon our Northern gold fields.

In making this effort, there are difficulties to be overcome, and necessary improvements to be made. Facilities for transportation are improving every season, and will

continue to do so. If our railways cannot compete, let it be known. The winter mail service must be improved. When goods are shipped regularly all winter, there can be no good reason for not forwarding any kind of mail matter; at present only first-class matter is provided for. A more satisfactory telegraph rate might also be secured. At present the rate for press messages is 1c. per word, while the commercial rate is 50c. per word. Greater than all else, the universal interest of Canadians must be aroused, and it is to be hoped that manufacturers, in particular, will awake to their responsibilities and their splendid possibilities in this new country.

TRADE WITH THE WEST INDIES

The Impressions of President Munro and Mr. Stewart

PRESIDENT MUNRO and Secretary Stewart of the Canadian Manufacturers' Association are having a busy time in the West Indies. Everywhere they are being welcomed with open arms and the different British West Indian colonies are showing in no uncertain manner that they are eager to encourage trading within the Empire. At all the important points our representatives have been received by the colonial officials, while special meetings of the Chambers of Commerce have been called to confer. The colonial press has also taken up the cry for trade with Canada, and it would seem from a distance that it would be difficult to overestimate the good that will flow from this crusade. We have pleasure in reproducing extracts from Mr. Stewart's letters, giving some of his observations in St. Lucia, Trinidad, British Guiana and Barbadoes, as well as an interview with Mr. Munro.

ST. LUCIA

Arrived Wednesday, February 19th, 1902.

The island is 233 miles in extent; the population 49,883. The principal place is Castries, with a population of 8,000.

The larger importers and general dealers are: McFarlane, Jr., & Co.; McFarlane, Moffatt & Co.; Minvielle & Chastanet; Barnard, Sons & Co.; Peter & Co. Not quite so extensive are: Roger, Langelier & Co.; F. F. Gordon; H. Henville.

All the foregoing are reported to us as quite responsible. McFarlane, Jr., & Co., Minvielle & Chastanet, and Barnard, Sons & Co., are the importers of lumber, which they procure in the United States, because they have been able to secure more prompt delivery and shipments of a more even size. All the above deal in general merchandise, i.e., dry goods, fancy goods, hardware, paints, etc.

PURCHASING TERMS

There is a strong prejudice against Can-

adian business conditioned by two circumstances.

1. Canadian commission merchants, not of course all of them, instead of buying in open market and turning over on a commission, really become merchants and buy and sell again, fixing a profit rather than a regular commission.

2. Canadian exporters are in too great a hurry to draw for their goods, in some cases even before the goods are shipped. Drafts of any kind are not looked on favorably. The firms we have recommended are responsible, and the way they pay for their goods is to remit by the steamer that brings them, or by the following steamer. This is an important point. However, as soon as the importers become satisfied with the respective sellers there will be no trouble in doing business on basis of draft with B/L attached.

IMPORTS FROM CANADA

The principal imports from Canada compared with those from the United States and the United Kingdom, and tariff charges for the year 1900 are as below. The Hon. Frank Anson, the treasurer, has kindly offered to give us the returns for 1901 in several important items when we return.

	United Kingdom.	United States.	Canada.	Tariff.
Bacon & Hams	3,938 lbs.	23,480	428	2d. lb.
Beef and Pork				
(salted).....	204 "	294,948	411	1d. "
Biscuits (t'cy).....	11,784 "	10,365	...	4s. p 100
(common).....	3 1/4 Bls.	1,091	3/4	2s. p brl.
Bran & Pollard		1,939 bu.	171 bu.	4d. bu.
Butter.....	4,716 lbs.	4,112 lbs.	18,035 lbs.	2d. lb.
		French butter 6,079.		
Cheese.....	382	17,017	11,437	1d. lb.
Flour.....		17,139 brls.	92	4s. brl.
Hay and straw.....		£379	£158	Free.
Oats.....	740 bu.	6,594	3,492	4d. bu.
Oatmeal.....	1,3690 lbs.	90,717	...	9d. cwt.
Cottons & wool-				
lens.....	£22,086	£661	£1	15% adv.
Ropes & cord-				
age.....	£386	205	14	" "
Boots & shoes.....	£3,372	533	157	" "
Soap (common).....	252,415 lb.	26,664	87,466	2/6 p 100.
Wood—Pitch				
Pine.....		870,968 ft.	...	16/ p M.
White pine.....		529,707 ft.	64,400	10/ p M.

In some of the above the returns for 1901 will show some progress. There is

abundant room for Canadian manufacturers to take up flour. Some buyers say Canadian flour will not keep, others say it is quite satisfactory. The prejudice can be removed, it only requires personal careful attention on the part of our millers.

The items bacon and hams, beef and pork (salted), biscuits, bran and soap, can with a little care be greatly increased. Butter is already in the first place, and with more attention to package, etc., the French item can be eliminated. One importer proposed putting it up in a bottle similar to those we use for jam, instead of in the tin package. In cheese we show up well, but even here the quality in one case was reported as not regular. A cheese representative in our party had no trouble in opening new accounts.

EXPORTS.

The recent sugar trouble has been a blow to this island and they speak of the present as a transition stage. They are turning from sugar to cocoa and already export considerable. Cotton is also being planted.

	U. Kingdom	U. S.	Canada
Sugar	1,162 tons	3,407	9
Cocoa	106 "	France 542 tons	
Molasses	57,960 gals.	to French West Indies.	

There are several merchants interested in sugar growing and Mr. Munro hopes to meet these and the other merchants of Castries at a meeting called to discuss the general questions of interest to St. Lucia and Canada on the return trip. Mr. McHugh, editor of *The Voice of St. Lucia*, has rendered kind assistance, and is going to help further in arranging this meeting.

RESULTS OF THE TRIP

The importers appreciate the efforts of the Association to bring them into direct touch with our manufacturers, and we were able to explain that this would remove many objectionable features they have experienced in their dealings with commission houses. They are all thoroughly loyal to British in-

stitutions and are very kindly disposed towards Canada. By ordinary care Canada's share of this trade can without doubt be very materially increased. Whether the care of our trade here should be entrusted to a representative outside of the Island we may be better able to suggest on our return.

FROM TRINIDAD

There is more business and of a better class done here than in any of the other islands. The population is French, Spanish and Negro, besides English. The bulk of the business men are from Glasgow and are quite anxious to have results flow from our visit. The trade of this island with Venezuela is wonderful. One firm showed us goods to the value of £15,000 in its warehouse waiting to be shipped to that country. The stores here handle from the very cheapest to the very best line of goods, and they all do business on the regular departmental plan.

MANUFACTURES

You will notice from the reports to be sent in later that butter, cheese and flour occupy the most of our attention. This has been forced on us, for they know very little of our manufactured goods. Canadian goods and brushes are favorably known all the way down. Christie's biscuits are also well received. Connors Bros. of Nova Scotia, have placed several lots of canned goods which give satisfaction and I notice some soap from the St. Croix Mfg. Co., rope from the Consumers' Cordage Co., canned goods from the Simcoe Canning Co., umbrellas from the Irving Umbrella Co., and rugs from the Toronto Carpet Co.; J. D. King & Co., Slater Shoe Co., and Taylor of Halifax have a few boots and shoes on the market, while Henderson & Potts' products are well and favorably known. These are most of the lines of Canadian goods we have run across.

FLOUR

As to flour—the great difficulty to its sale is the want of it. Six hundred barrels came in on the Oruro; 48 hours after unloading not a barrel could be bought, and it brought twenty-five cents per barrel more than New York flour. We receive the complaints we looked forward to, but an increasing demand and a "preference" price ought to induce our millers to look after the market.

CHEESE

Cheese from Canada is too good. Danish cheese they sell here would not bring six cents in Canada. Canadian is usually done up in thirty pound packages, and for some dealers this is satisfactory, but most people want a ten pound cheese. I am taking home some samples of the Danish cheese; they pay about twelve and one-half cents f.o.b. Liverpool, for the stuff.

LUMBER

I am sending you a specification for lumber from Smith Bros., of Georgetown;

it is one they have just prepared, and if our manufacturers can compete they will get this order, and others right along. These people carry a stock of about 1,000,000 feet.

BARBADOES

We are again in Barbadoes, homeward bound. Barbadoes, I believe, is probably in the worst position of any of the islands we have yet visited. The whole island seems to be entirely dependent on its sugar, and they appear to take but little delight in the recent reduction made by the Berlin Conference. It means two crops to them before any change takes place, and the merchants and bankers have already advised the planters here that they cannot finance them further. At the end of that time, even should they be carried through that, they do not think that they can compete with the cheap beet sugars of the Continent, and to them the only hope appears to be in a preference by England.

FROM DEMERARA

The following interview with our President, Mr. Robert Munro, appeared in the *Demerara Argosy* of March 1:

"The Canadian Manufacturers Association is," said Mr. Munro, "a unique institution. I do not know of any other organization of business in any country corresponding to it. It owes its origin, to the fact that the industrial interests of Canada have grown very rapidly, and our factories, ever extending, lead us to desire closer relations with other British possessions. In speaking of factories, I refer to factories for the production of household effects, wearing apparel, farming implements, and in fact all manner of industries. I have an impression that the West Indies have looked upon Canada as a source for the supply of fish, flour, butter and lumber, and have entirely forgotten that we are building carriages in tens of thousands, pianos, organs, furniture of all kinds, spinning and printing cottons, and that our industries generally cover a very wide range."

THE PROSPECTS

Asked what were the prospects of trade relations between the West Indies and Canada, Mr. Munro said there was very much room for improvement, and he was satisfied that the present visit would result in greatly extending trade. "Even the staples for which you give us credit as producers," he stated, "you have not handled in anything like the quantity in which we might reasonably expect you to operate. I may mention, for example, that the one colony of Newfoundland purchased more flour from us than all the West Indies. I am persuaded that within a couple of years matters will be very different, and that our flour, cheese and butter, which take the leading prizes everywhere, our furniture, hardware, boots and shoes, implements,

paints and other items of manufacture will be much more familiarly known to your markets."

CANADIAN GOVERNMENT'S ATTITUDE

"What views does your Government entertain with respect to aiding the importation of our products into Canada?"

"On that point," Mr. Munro stated, "I may say that our Association is keenly alive to the fact that trade to be expansive must be reciprocal and the members of our Government are also keenly alive to the fact that our preferential tariff offers you no inducement because it is more than offset by the countervailing duty imposed by the United States. The present moment is one of waiting on the part of our Government, because Great Britain is fighting a strong fight for you; and I feel sure that the interests of the West Indies occupy a very important place in the consideration of England and also of Canada. As an Association we are sincerely anxious that West Indian interests will be well cared for as the issue of the present conflict, and you may depend that the manufacturers who are seeking your market for our wares will co-operate with your manufacturers and traders in endeavouring to procure from our Government such concessions as will enable you to ship your products in largely increased quantities to our markets."

TORONTO EXHIBITION

Questioned as to the Toronto Exhibition, Mr. Munro remarked: "I am aware that there will be an exhibition in Toronto this fall as customary, but a much more important exhibition, namely, the "All Canadian," under the auspices of our Association, will be held in 1903. The object of this great exhibition will be to illustrate the entire range of the products of Canada in all the provinces from Atlantic to Pacific. It has just been decided that the most central point for such an exhibition is Toronto, and I think it would be greatly to the advantage of the West Indies if a special building be devoted to the exhibition of West Indian products."

A PREFERENTIAL TARIFF

"The arrangements for this larger exhibition," he continued, "are not yet fully developed, but if the desire is expressed for facilities to exhibit West Indian products, our Association will provide transportation and make such other arrangements as will enable your shippers to make these exhibits at very little cost. You will understand that one of our leading objects is to bring all British possessions into close relation with each other. This we hope to gradually accomplish on a preferential tariff basis. We have made direct representations to Australia and New Zealand on this subject, and they are looking forward with much interest to the discussion to take place between the Premiers of Canada, Australia

and New Zealand at the forthcoming Coronation. We are in no sense a political organization, but purely a trade association, and we desire to associate all British possessions on a preferential tariff basis."

THE PREVAILING SENTIMENT

Respecting the West Indies generally,

Mr. Munro said that he and Mr. Stewart had not yet visited many of the islands, but so far as they had gone they found the sentiment entirely pro-British, and all the merchants in the islands were in thorough accord with the ideas of the Association. "Our Secretary is taking careful notes of

the products of our country which may be sold in your market," he proceeded, "not in opposition to British, but to foreign goods. This will be followed by our manufacturers, and we are very sanguine as to the results"

PROTECTION IN SELF-DEFENCE

Advocated in Parliament by Mr. John Charlton, M.P., on Monday, February 24

MR. JOHN CHARLTON'S late Parliamentary review of Canadian fiscal and trade affairs, and his deductions therefrom, are of vital interest to Canadian manufacturers, primarily because they are the views of an impartial and thorough student, and secondly because they give weighty support to the pleas the manufacturers made to the Government before the budget speech was brought down. His address, as reported in Hansard, is well worthy of more than a casual perusal.

Mr. John Charlton (North Norfolk) moved :

"That this House is of the opinion that Canadian import duties should be arranged upon the principle of reciprocity in trade conditions so far as may be consistent with Canadian interests; that a rebate of not less than 40 per cent. of the amount of duties imposed should be made upon dutiable imports from nations or countries admitting Canadian natural products into their markets free of duty, and that the scale of Canadian duties should be sufficiently high to avoid inflicting injury upon Canadian interests in cases where a rebate of 40 per cent. or more shall be made under the conditions aforesaid."

He said : Mr. Speaker, the motion that I am about to submit through you to the House for its consideration affirms what I believe to be a correct principle in regard to the management of our fiscal affairs in this country. The motion first affirms that reciprocity in trade conditions will be proper except in case where such conditions may not be favorable to Canada. The motion next proposes that countries admitting the natural products of Canada into their markets free of duty shall be accorded a rebate or differential duty of 40 per cent. or more in the customs duties levied in Canada. The motion next proposes that the scale of duties shall be sufficiently high to avoid injury to Canadian interests in cases where the minimum duty is imposed, as has been done under the present arrangement of a differential duty in favor of Great Britain to the distress and detriment of our woollen interests. The export trade of Canada is largely with the Mother Country. About 63 per cent. of the export trade of Canada is with Great Britain. The import trade of Canada is to a very small extent with the Mother Country, not more than one-quarter of our imports coming from that source. It is, I

affirm, a proper course to pursue to have regard to the interests of the Mother Country, which affords us our chief market, in the adjustment and arrangement of our tariff duties.

UNSATISFACTORY GROWTH

We have, in the past, been making unsatisfactory progress in this country. An increase of 10½ per cent. in the last decade, an increase of less than 12 per cent. in the previous decade, and an increase of less than 47 per cent. during the whole period since we have become a federation, is an unsatisfactory rate of increase in population. Canada has a limited immigration, not for the reason that we are incapable of supporting an enormous population, but for some reason Canada has been forging ahead at a rate in the highest degree unsatisfactory to those who desire and hope to see this country become a great nation. We had in 1871 a population of 3,649,782, allowing an estimate of 50 per cent. for the population of British Columbia and Manitoba. We had last year by the last census, 5,338,883. We had an increase in 30 years of 1,689,111 souls, an increase, as I have said, of 10½ per cent. in the last decade and of 47 per cent. for the entire period covered by the space of time between 1871 and 1891. Now, the United States, when similarly situated with us, with a growing country, with a small population, with great natural resources, with an infinite stretch of virgin land and with practically every inducement to offer to settlers, had, in 1790, a population of 3,929,214, and in 1820 a population of 9,600,781, or an increase of 5,671,569 in 30 years, against an increase of 1,689,111 in our own case, or an increase of 141 per cent. in 30 years, as against an increase of 47 per cent. in our own case; yet during that period of 30 years the United States received but 250,000 immigrants from the Old World.

AN UNWARRANTED EXODUS

Now, there is something wrong. No doubt we have living in the United States to-day 3,000,000 people who are either Canadians by birth or descendants of Canadian ancestors in the first and second generation. We are losing the flower of our population, we have been losing it for the last 30 years, and if by any possible means we can arrest that drain of our population, if by any means we

can adopt a policy that will lead to a more rapid expansion of our resources, a more rapid increase of our population, a more rapid increase in the direction of creating in Canada a nation, it is worth our consideration and worth our while to study the question and ascertain if there are any possible means by which this result can be reached. We have enormous resources. Without question, in my opinion, Canada can sustain a population of 100,000,000 souls. Some disadvantages and drawbacks, as we deem them, appertaining to our country, are really calculated to make of our population a people of virility, of great courage and self-possession. We have the resources of the Maritime Provinces, the resources of Quebec and of Ontario, the enormous region of the Northwest Territories, extending over 500,000 square miles, the resources of British Columbia. We have fisheries and timber and minerals and agricultural resources in great abundance, in unlimited supply, and we have all the resources that are necessary to create in Canada a great nation.

UNSATISFACTORY TRADE

Now, Sir, our trade with all the countries of the world, except Great Britain, is in an unsatisfactory condition, in my opinion. We had a total trade last year of \$191,000,000. Our total imports were, from the United States, \$119,306,000, and our total exports to the United States were \$72,382,000. The balance of trade against us was \$46,924,000, and the import percentage of our total trade

WITH THE UNITED STATES

was 63 per cent.

Total imports from the U. S....	\$119,306,000
Total exports to U. S....	72,382,000

Total trade.....	\$191,688,000
Balance against Canada.....	46,924,000

Import percentage of total trade, 63 per cent.

But this statement presents an unduly unfavorable aspect of the case. While our trade and navigation returns will show an export trade to the United States last year of \$72,382,000, it is well to take into account that \$28,331,000 of that amount was gold and silver coin, nuggets, gold dust, silver concentrates, the products of our mines in the Klondike, and that this \$28,331,000 was actually a payment upon our balance of trade with the United States.

And when you eliminate from our exports to the United States the gold and the silver that are included in the returns you bring the amount down to \$44,000,000, which includes the re-exports of articles not the produce of Canada. That leaves the balance of trade against us actually \$71,890,000, and it leaves the percentage of imports of our total trade 72 per cent., instead of 63 per cent. So that we imported from the United States \$72 of the amount of our total trade, and we exported to that country \$28 of the amount of our total trade out of every \$100.

REVISED

Total imports, less coin and bullion, \$3,335,000.....\$115,971,000
Total exports, less \$28,331,000, coin, bullion, gold nuggets, silver, etc..... 44,051,000

Total trade.....\$160,022,000
Balance against Canada..... \$71,890,000

This is the condition of our trade with the United States, a most unsatisfactory condition, a condition which I shall enlarge upon later on.

WITH GERMANY

Then, with regard to Germany. Our total trade with Germany last year was \$9,162,000. The balance of trade against us last year was \$4,879,000. The import percentage of our total trade with Germany last year was 76 per cent.

Imports from Germany \$7,021,400
Exports to " 2,141,532

Total trade..... \$9,162,932
Balance against Canada, \$4,879,868.

Import percentage of total trade, 76 per cent.

WITH FRANCE

Our total trade with France last year was \$6,979,000. The balance of trade against Canada with that country was \$3,806,000. The import percentage of our total trade with France was 77 per cent.

Imports from France \$5,398,021
Exports to " 1,581,331

Total trade..... \$6,979,352
Balance against Canada 3,806,690

Import percentage of total trade, 77 per cent.

WITH HOLLAND

With Holland our total trade was \$984,000. In that comparatively small trade the balance of trade against us was \$610,084, and the import percentage of our total trade with Holland was 81 per cent.

Imports from Holland..... \$797,462
Exports to " 187,378

Total trade..... \$984,840
Balance against Canada..... 610,084

Import percentage of total trade, 81 per cent.

WITH SPAIN

With Spain our total trade was \$897,000. The balance of trade against us in this comparatively small transaction was \$557,000, and the import percentage of our total trade with Spain was 82 per cent.

Imports from Spain..... \$742,537
Exports to " 185,354

Total trade \$897,993
Balance against Canada 557,183

Import percentage of total trade 82 per cent.

FAVORABLE BALANCE WITH ONLY ONE NATION

Now, this is the condition of our trade with all these countries; with the United States, with Germany, with France, with Holland, with Spain—and we have a satisfactory trade balance, we have a satisfactory condition of trade relations with one nation only, and that is with Great Britain. Our imports from Great Britain last year were \$43,164,000, and our exports to Great Britain were \$105,018,000. The balance of trade in our favor, in this case, was \$61,853,000, and the import per cent. of our total trade with Great Britain was but 29 per cent., the export percentage being 71.

Imports from Great Britain..... \$ 43,164,297
Exports to " " 105,018,164

Total trade.....\$148,182,461
Balance in our favor..... 61,853,867

Import percentage of total trade, 29 per cent.



OUR GAME OF "GIVE AND TAKE."

Now, we took this \$62,000,000, which we got from Great Britain, and we paid tribute to the United States. We paid tribute to the United States, from whom we purchased \$3 worth of goods for every \$1 which we sold them. We paid tribute to them under the arrangements of their tariff, which have existed for the last 35 years, and which they conceived in the spirit of buying little and selling all that is possible. The time has come, in my opinion, when this nice little arrangement should be set aside, either by satisfactory and proper concessions or by action upon our part that will render these attempts nugatory. Great Britain, as I have said, is our chief market. Great Britain will no doubt continue to be our chief market, and, as I said at the outset, it is proper that we should give due attention to the cultivating of that market in Great Britain; that market which to-day takes 82 per cent. of our total farm products, that

market which to-day takes 62 per cent. of our total exports.

POSITION OF UNITED STATES

The United States is, of course, a nation contiguous to us. Our boundaries are common from ocean to ocean. Nature has decreed that unless its purposes are thwarted by unfriendly legislation the relations between these two countries shall be of the most intimate character, and that the trade between these two countries shall be enormous in its proportions. That trade already is enormous; enormous notwithstanding the obstacles that have been thrown in the way of free intercourse between these two countries. These two countries are one geographically; the very barriers that separate them invite intercommunication. Their railroad lines cross and re-cross and knit them together. The Maritime Provinces have their natural trade associations with the States on the Atlantic seaboard. Ontario and Quebec can reach the ocean, in winter at least, more conveniently across American Territory than by any other route. Our great Northwest is geographically a portion of the Mississippi Valley, and its trade will naturally tend to that section. On the

Pacific slope nothing is more natural than that trade relations should exist between British Columbia and the States of Washington, Oregon and California. This contiguity of territory, this intermingling of interests, will lead and should lead to enormous trade transactions. But, sir, these transactions should be and must be upon a different basis from that which exists to-day. Now, this natural tendency to intimate trade relations and rapid increase in the volume of trade between the two countries, if obstacles are not interposed, was strikingly illustrated by the experience of Canada and the United States under the Reciprocity Treaty which existed from 1854 to 1866. That treaty provided for free trade in natural products only. During the first year of that treaty the exports of Canada to the United States were less than \$10,000,000. Twelve years later, in the year 1866, the exports of Canada to the United States (including the usual allow

ance for inland short returns) was \$44,000,000, an increase of 340 per cent. in the export trade between Canada and the United States in twelve years under the fostering influence of freedom in the interchanging of natural products. During that same period the Canadas largely increased their import trade with the people of the United States. In 1866, with an export trade of \$44,000,000 to the United States, the imports from the United States were \$28,000,000, and imports from Great Britain in the same year were \$40,000,000, while the exports to England during the same year were, in round numbers, \$17,000,000.

EXPORTS

1866—Great Britain	\$ 16,826,000
1890—Great Britain	48,353,000
1901—Great Britain	105,328,000
1866—United States	44,143,000
1890—United States	40,452,000
1901—United States	72,382,000
On deducting coin, bullion precious metals and goods not produce of Canada	41,626,000

IMPORTS FOR CONSUMPTION

1866—Great Britain	\$ 40,062,000
1890—Great Britain	43,390,000
1901—Great Britain	43,018,000

UNITED STATES IMPORTS

1866—	\$ 28,572,000
1901—	119,306,000
Increase, \$90,734,000, or 318 per cent.	

SUMMARY MOVEMENTS 1866 TO 1901

GREAT BRITAIN IMPORTS

1866	\$ 40,062,000
1901	43,164,000
Increase, \$3,102,000, or 7-10 per cent.	

RELATIONS IN THE PAST

This gives evidence of the tendency that would be exerted on the trade between these two countries by the removal of restrictions. The year 1866 came, and with it came the abrogation of the reciprocity treaty. It was a treaty that was working to the mutual advantage of both countries, and it was abrogated largely, no doubt, because of the influence of other motives than those appertaining to the loss or gain that might accrue from the operation of it. Unfortunately, we were unwise enough to allow expression to be given in the Canadian Assembly to a feeling of felicitation at the Federal defeat at Chancellorville, and although there was as large a proportion, perhaps, of the population of the North who were copperheads and rebel sympathizers as of the population of Canada, and although the only difference was that in Canada they had a right to express their opinions, while in the North they had not, the United States Government took umbrage at this display of sympathy with the South, and although we had given evidence of our devotion to the North by sending 40,000 men to fight in the Union armies, and although as large a proportion of our population sympathized with the cause of the Union as of the population of the Northern States, and although we had maintained neutrality and discharged our duties as neutrals wisely and

well, yet the single circumstance to which I have alluded probably had a great influence in causing the repeal of the reciprocity treaty of 1854.

We were aware that that treaty was an advantageous one. We were aware that the circumstances under which we exported to the United States so much more extensively than we imported were exceptional circumstances, due to the existence of a war in that country. The importation of American fabrics was rapidly decreasing, and but a few years would have elapsed before the imports and exports between the two countries would have become equalized. Efforts were made on the part of Canada to bring about a modification of the treaty, to do anything within the bounds of reason to make the treaty acceptable to both countries; but all these efforts were spurned. The United States Government, in point of fact, refused to consider any applications or arguments with reference to the renewal of that treaty, and entered upon a period of repression, which was continued for thirty-five years. The United States was then the chief market for our products. The belief in the United States and the belief in Canada was that that market was essential to us. Possibly American statesmen may have thought that putting on the screws and shutting us out from their market would force us into annexation. For thirty-five years we have had a war of tariffs, fought chiefly on one side, and the result has been rather disappointing to both the United States and ourselves—agreeably disappointing to ourselves, perhaps not as agreeably disappointing to them. Our exports to Great Britain have increased from 1866 to 1901 as follows:

WHERE OUR EXPORTS HAVE GROWN

1866	\$ 16,826,000
1901	105,328,000
Increase \$88,502,000 or 527 per cent	

Our exports to the United States in the same years were as follows:

UNITED STATES EXPORTS

1866	\$44,143,000
1901	72,382,000
Increase \$28,239,000 or 64 per cent.	

But, as I said a moment ago, deducting coin and bullion and the products of the mines of the Yukon and the export of goods not the produce of Canada, our net exports to the United States last year were \$41,626,000, or \$2,517,000 less than they were in 1866. That condition of trade was brought about by the repressive, unfriendly, unneighborly tariff legislation of the United States.

THE TARIFF AND ITS EFFECTS

A summary of these trade movements shows that our imports from Great Britain increased from 1866 to 1901, 7.7 per cent., and our imports from the United States increased in the same interval 318 per cent. and this result was brought about, not by the application on the part of Canada of the

American principle, which we ought to have applied, but by a liberal low-tariff arrangement which offered no impediment to the importation of their wares into this country, while we were almost absolutely excluded from their markets.

In the same period our exports to Great Britain increased 527 per cent., while our exports to the United States, eliminating the precious metals and the exportation of goods not the produce of Canada, have fallen \$2,500,000.

Now, I will proceed to consider some of the reasons that have led to this anomalous and unsatisfactory condition of trade. I will look first at our tariff rates. Last year our rate of duty upon the total imports from the United States was 12.5 per cent., and our rate of duty upon dutiable imports from the United States was 24.83 per cent. In the same year our duty upon the total imports from Great Britain was 18.2 per cent., and our duty upon dutiable imports from Great Britain was 24.87 per cent., or 4-100ths higher than our duty on dutiable imports from the United States.

AN ANOMALOUS POSITION

Our duty upon the total imports from all countries, the United States included, was 16.6 per cent., and our duty upon dutiable imports from all countries was 27.45 per cent. Here you have the fact that the duties upon United States imports were lower, both upon dutiable imports and upon total imports, than the duties upon imports from Great Britain or upon imports from the whole world; and you can contrast those duties, as I now propose to do, with the duties imposed by the United States. While we admitted their total imports at a duty a fraction above 12 per cent., their duty upon our total imports last year amounted to 28 per cent. And while we imposed a duty of less than 25 per cent. upon dutiable imports, their duties were 50 per cent. last year, or almost exactly as high again as in our own.

And when we come to percentage of imports, 63 per cent. of our total imports come from the United States, 22½ per cent. from Great Britain, and 14½ per cent. from the rest of the world. It is scarcely necessary for me to say that these duties are unequal, that they are not in our interest, and that the duties we impose should bear some proportion to the duties which the United States imposes upon us. This goes without saying. The United States policy of oppression has been applied not only to us, but to all the world. The object of the United States has been to sell all that it possibly could of the products of its soil, its mills and its workshops, and to buy just as little as it could from other countries, and thus have as large a balance of trade in its own favor as possible. The result has been that the balance of trade in favor of the United States amounts to \$600,000,000 against the world, and \$71,000,000 against Canada. That is a

good thing for the United States. Let them cling to their policy as long as the rest of the world will permit them to do so, but it is not a good thing for us.

CANADA'S WORTH TO THE STATES

It is a very easy matter to prove to an American audience that the importance of the trade of Canada to the United States is so great that this country is entitled to better treatment. Canada is the third largest customer in the world of the United States. She is only outranked in that respect by Great Britain and Germany. She is the best customer of the United States for manufactured goods—for the products of the

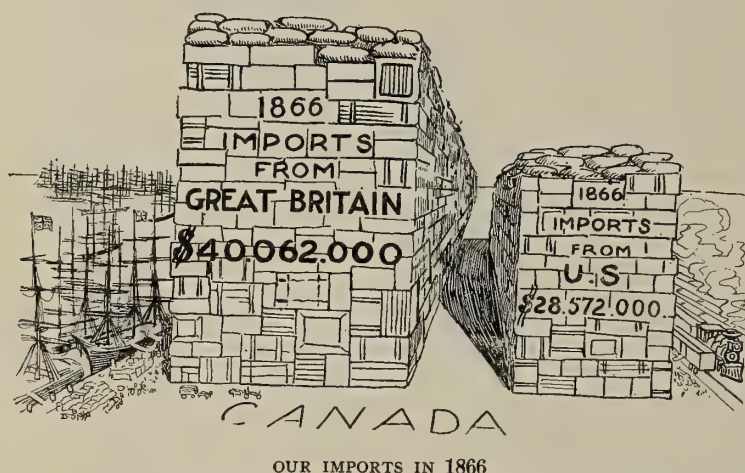
them in arranging with us their trade relations.

HOW TO MEET THE CONDITIONS

We are buying of the United States three times as much as we sell to them. I mean that we are buying of the United States two and a half times as much farm products as we sell to them; and that we are entitled to-day to reciprocity in natural products, absolutely and unrestricted, without granting one solitary iota of a concession further than that we have granted, without putting an article on the free list that is not already there, and without diminishing our duties by a single fraction. That is what I have been preach-

Now this condition of things is reversed—actually and absolutely reversed. To-day, England is our chief market for agricultural products, while the United States is our chief supply for manufactures. More than that, in 1866 we bought no agricultural products or food products from the United States, but now, as I say, we buy of them two and a half times as much as we sell to them. These facts constitute a reversal of the conditions of 1866 that is well to understand and take into account when we deliberate as to the proper course to pursue in the attempts we shall make and the limit to which we shall go in making arrangements.

Now, I wish to say a few words about perhaps the most important clause in this question—the magnitude of the trade in manufactured goods imported from the United States into Canada. I must confess that when I first commenced to investigate this case, I was amazed at the revelations that were made to me. I supposed that, as a matter of course, we bought more manufactures from Great Britain than we bought from the United States—never dreamed that the contrary was the fact. But I found that in 1898 our purchase of manufactures, free and dutiable, from the United States, were much greater than our purchases from Great Britain. These are the figures:



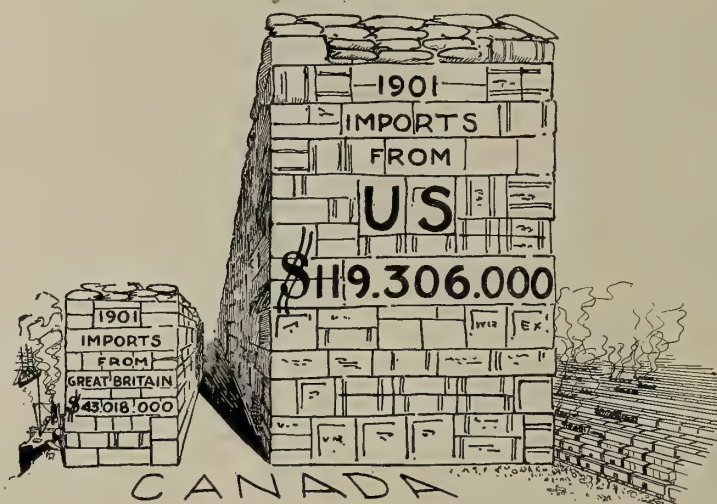
mills, the looms and the factories. The importance of the Canadian trade is illustrated by a comparison of that trade with the trade of the other portions of the American continent. Take Latin America, comprising Central America, South America, the West Indies, all but Cuba and Porto Rico, and the total imports of all this vast region, with a population of nearly sixty millions, from the United States in 1900 was \$96,140,000, while the imports of Canada in the same year amounted to \$116,972,000. Or the five and a half million population of Canada bought \$20,832,000 worth of United States goods more than the sixty million inhabitants of Latin America and the Philippine Islands, although they cost the United States an initial outlay of \$20,000,000—being the cost of their purchase from Spain—and a further sum of \$300,000,000 in the maintaining of forty ships of war and 100,000 soldiers—the Philippine Islands with a population of nearly 10,000,000, imported from the United States last year only \$4,027,000 worth of goods, or twenty-seven times less than Canada.

These are facts it is well for the people of Canada to understand and for the people of the United States to understand. They are facts of which the people of the United States were in dense ignorance, and I have urged for years past that we were making a mistake in not attempting to make the public men of the United States understand the conditions that exist and which should have weight with

ing in the United States; that is what I have been assuring the American people was our just due. I have been telling them that they could not give us less than this, and that, if they did not give it, probably we would do something for ourselves.

CHANGES SINCE 1866

There have been changes in the condition of affairs since 1866, Mr. Speaker, that it would be well to bear in mind, changes that the ordinary United States citizen, who regards this question through impressions he has received from day to day, does not understand. For instance, in 1866, the United States was our chief market in agricultural products, while we imported almost all our manufactured goods from Great Britain.



AND AGAIN IN 1901

IMPORTS OF MANUFACTURES INTO CANADA

From Great Britain—

1898, free.....	\$ 5,181,126
1898, dutiable.....	21,551,460
Total.....	\$26,732,586

From the United States—

1898, free.....	\$12,271,448
1898, dutiable.....	31,563,321
Total.....	\$43,834,769

In 1899 our imports of manufactures free and dutiable from Great Britain and the United States respectively were as follows:

1899, free.....	\$ 5,144,804
1899, dutiable.....	26,501,435
Total.....	\$31,646,239

From the United States—

1899, free	\$14,299,330
1899, dutiable	37,247,307
Total	51,546,637

The figures for the following year afford a still more striking comparison between our imports of manufactured goods from Great Britain and our imports in the same line from the United States. These are the figures :

From Great Britain—

1900, free	\$ 7,610,477
1900, dutiable	30,375,084
Total	\$37,985,561

From the United States—

1900, free	\$18,021,365
1900, dutiable	44,837,580
Total	\$62,858,945

The figures for 1901 I have had in my hands for only a few days. They are as follows :

From Great Britain—

1901, free	\$ 6,906,185
1901, dutiable	30,364,488

Total

From the United States—

1901, free	\$21,941,184
1901, dutiable	43,618,061

Total

THE DEMANDS OF THE SITUATION

These figures show that our imports of manufactured goods from Great Britain last year were \$714,000 less than those of the previous year, while our purchases from the United States were \$2,700,000 more than those of the previous year. What does that mean? There was a preference of 33½ per cent. in favor of Great Britain, yet we find a considerable falling off in the imports of manufactured goods from that country, while the United States, which works against that preference, made a greater increase in the quantity of manufactured goods sold to us. The figures show that we purchased from the United States manufactured goods to the extent of \$28,289,000 in excess of what we purchase from Great Britain, and to the extent of \$15,000,000 in excess of what we purchase from all the rest of the world put together. There were 381 articles on the list, and of that number we purchased from the United States in excess of Great Britain—and very largely in excess in most cases—in the case of 269 articles; and we purchased from Great Britain in excess of our purchases from the United States in the case of 112 articles. Why, sir, the United States has command of the market of Canada for manufactures. Now, if we cannot sell to these people of whom we buy manufactured goods to the amount of over \$65,000,000; to these people of whom our farmers buy fully \$35,000,000 of that \$65,000,000 worth; to these people who allow our farmers on the other hand to squeeze in a miserable paltry \$8,000,000 worth of farm produce through their tariff

fence—I say that if we cannot secure some arrangement by which we can exchange the products of our own labor for the immense quantity of goods we buy from them, we had better make arrangements to manufacture the goods ourselves. It will cost us something at the start; but, for my part, I am perfectly willing to pay my share of that additional cost.

TRADE IN FARM PRODUCTS

Here are two specimen facts that I want to place before you in connection with this large subject. Last year our importations of corn from the United States free of duty was \$6,484,000. Last year our total export of agricultural products of all kinds from Canada to the United States was \$2,907,000. It lacks \$700,000 of being half of what we permitted them to send to us in the shape of free corn.

was in 1866. In 1866 our exports of farm products to Great Britain were \$3,544,000; in 1901 they were \$78,527,000. That trade increased 2,115 per cent. between 1866 and 1901, an increase of 21 fold in the exportation of farm products from Canada to Great Britain against a decrease of two-thirds in the trade of the United States in the same articles. Last year we sent to Great Britain 82 per cent. of the products of our farms, while we sent to the United States 9 per cent. We sent to Great Britain 82 per cent. and to all the rest of the world, the United States included, 18 per cent. Last year we bought articles of the United States, raised on the farm, in excess of our sales to that country.

WE MUST NOT HAMPER INDUSTRY

I noticed the other day an editorial from one of the Canadian papers copied approv-



IF THE CANADIAN FARMERS ONLY REALIZED

Now here are some figures in relation to our trade in farm products. Our imports from the United States last year were, of animals and their products, dutiable and free, \$7,549,758; of agricultural products, dutiable and free, \$17,919,000, or a total of \$25,469,000 of agricultural products imported from the United States last year; or, if you eliminate raw cotton from the list, which is as much an agricultural product as wool, it still leaves \$20,737,000. And in return what did they allow us to send them? Of agricultural products we sent to the United States last year the produce of Canada, \$2,907,924; of animals and their products, \$5,331,657; a total of \$8,239,581 of the products of the farm which we were permitted to sell to the United States last year. We bought from them almost exactly \$25,000,000 of the products of the farm, about \$15,000,000 of which was upon the free list.

Now in 1866 our exports of farm products to the United States were \$25,000,000, and the trade has fallen to one-third of what it

ingly by the Philadelphia *Ledger*, an editorial criticizing the speech I made in Chicago recently, in which the editor proceeded to set forth that if we had reciprocity with the United States it would put us in a bad box, because we would have to impose a duty on cotton and hides and we would be obliged to impose a duty on a great many things we want for the interest of the people and which we import free. Well, the policy I am advocating does not contemplate any such nonsense. It does not contemplate hampering the operations of the cotton mills by putting a duty on cotton, it does not contemplate hampering the operations of the woolen mills by a duty on wool, it does not contemplate hampering the interests of our tanners by a duty on hides. What I ask for is, that we shall have duties upon such things as it is desirable to produce in Canada. We want to foster our manufactures. They can have all the cotton they want. We want to foster our woollen mills.

But I want to see some arrangement made by which this \$65,000,000 worth of these American goods for which we pay hard cash which we receive from England on account of the handsome balance of trade we have with that country—want to see some arrangement by which the United States will allow us to pay for these goods in the products of our own labor—or I want to see that they are manufactured here.

POOR BECAUSE HUMBLE

I spoke upon this question before the Merchants' Exchange in Buffalo, and one of the leading Republican papers of that city admitted next morning the force of my arguments; admitted that the treatment which Canada received from the United States was hardly what the United States would want to receive from Canada. But the editor said: There is a consideration here that we do not want to lose sight of; we want to avoid adopting a policy that would promote the prosperity of Canada, because we must bear in mind that the day may come when Canada will be hostile to the United States, and then we will regret that we did anything to promote her prosperity. The editor of that paper reminded me of the story of the elder of the Presbyterian congregation, who in the course of his charge to the new minister who was being inducted, said: "Now, my dear brother, may the Lord in his great mercy keep you humble, and we will keep

you poor." That seems to be the policy the United States propose to adopt toward Canada. They want the Lord to keep us humble, and they will do what they can to aid the Lord in that purpose, and they will take every means that lies in their power to keep us poor. That is the policy they have pursued for 35 years. That is the policy that some Canadians resent. That is the policy which, in my opinion, Mr. Speaker, nine-tenths of the citizens of Canada will resent when they come to understand this case thoroughly.

ACT FOR OUR OWN INTEREST

The question is whether we should not act for our own interest now. My proposition, Mr. Speaker, is simply this. I want to give the Americans an inducement to be just; an inducement to the extent of 40 per cent. or more of the duties levied upon their imports into this country. I would make it 50 per cent.; I would make it 60 per cent.; I would make it 75 per cent.; I would make it almost anything to be effectual if we enter upon this business. I know well the feelings of the American people. If they see a prospect of this being adopted, then they will be prepared to consider the nature of their own policy on its merits, and we will probably be able to do some-

thing. If the inducement when it is offered does not bring the concessions we hope and desire, why, all right. We have simply threatened to do what we will do, we have simply threatened to do what it will be in our interest to do, and so far as I feel about this thing, I do not know that I care a very great deal which thing is done, but I am very clearly of the opinion that one thing or the other had better be done.

A MATTER OF SELF-PROTECTION

This is a matter out of the ordinary line of protection. This, Mr. Speaker, is a question of self-protection. Here we are alongside of a mighty nation of 80,000,000 people. Our sons and our daughters are drifting to that country; the choice of our population goes there. We have no arrangement in our trade with them that gives us the advantages which we have a right to demand, and if we cannot get fair trade relations with that great nation, trade relations mutually advantageous and just, then I say that it is not a question of protection *per se*, but that it is a question of self-protection.

It is a question whether we will turn the left cheek when we have been smitten on the right cheek, or whether we will assert our own independence, and proceed upon the principle that the best thing possible for us to do is to care for our own interests.

THE GROWTH OF CANADA

By George Johnson, Esq., Dominion Statistician, Ottawa.

(Continued from March issue).

THE FIRST STEAMSHIP

The first steamer made its appearance in Canadian waters in 1809. The account taken from a Quebec journal may be of interest.

"On Saturday morning, at 8 o'clock, arrived here from Montreal, being her first trip, the steamboat 'Accommodation,' with 10 passengers. This is the first vessel of the kind that ever appeared in this harbor. She is continually crowded with visitants. She left Montreal on Wednesday at 2 o'clock, so that her passage was 66 hours, thirty of which she was at anchor. She arrived at Three Rivers in 24 hours. No wind or tide can stop her. She has 75 feet keel, and 85 feet on deck. The price for a passage up is \$9 and \$8 down, the vessel supplying provisions."

THE PROFESSIONS

There seems to have been a scarcity of professional men. At any rate doctors were at a premium, if one may judge from the following advertisement which appeared in the Upper Canada Gazette, when the century had spun off two of its ten decades. "We the subscribers, feeling the want of a medical gentleman of liberal education and undoubted loyalty to practise in the village of Bath, will pay annually the amount opposite our names to any person of that

description who will establish himself among us." There were eleven gentlemen, and the total sum they promised yearly was £24. The pecuniary benefits were not great, according to the ideas of to-day. But mark the fine flavor of the offer. The doctor they wanted must be of a "loyalty" that was "undoubted."

CONTRASTED WITH TO-DAY

These illustrations must suffice to show how the people of Canada stood in the early part of the century.

How we stand to-day may be shown in two ways—1st, by comparison with our neighbors, and 2nd, by the collected statistics.

GROWING FASTER THAN STATES

1st. In 1800 the population of the community to the south of us was 5,308,000, or just about the population of the Dominion of Canada in 1900. The thirteen original States had had twelve or thirteen years' experience of union. Years before Edmund Burke, who knew the people of the Atlantic seaboard of this northern continent better than any other man, had described in flowing periods the wonderful doings of this people who were "yet in the gristle."

Now, how stands the record as between the 5,308,000 of 1800 in the United States and the 5,400,000 of 1900 in Canada.

The United States began the century

with a population $14\frac{1}{3}$ times greater than that of the united provinces of British North America. They end the century with a population $13\frac{1}{3}$ times greater than that of the Dominion.

They have not quite kept their distance. . . . We may boast fairly enough that we have managed to develop in population at least as well as they.

The five million Unistonioms had in 1800 an external trade of \$161,750,000.

IN TRADE ALSO

The five million Canadians had in 1900 an external trade of \$381,517,000, nearly 60 millions more than double that of their neighbors when they had the same population.

In 1800 the exports of American produce by the five million Unistonioms amounted to \$32,000,000. They succeeded in supplying their own wants and had an exportable surplus of 32 million dollars. The five million Canadians in 1900 supplied themselves with full measure and running over and still had an exportable surplus of domestic products valued at \$170,000,000.

REVENUES COMPARED

The public revenue raised by the five million Unistonioms in 1800 was \$12,500,000.

That raised by the five million Canadians in 1900 was \$51,030,000.

In some things the five million Canadians outstrip the 76 million Unistoniams. Mr. Mulhall has studied out the earnings of the mercantile shipping of the world and his statement is: Canada's shipping earned \$17,200,000. The United States shipping earned \$16,000,000 in 1899.

CANADA HAS REASON TO BE PROUD

These few points are sufficient to show that Canadians need not hold their heads down in any comparison that may be instituted. The century's record is a good one, one to be proud of. Taken in the large, the Canadian community of to-day is in every respect a much more busy, energetic and thriving people than were the people of the United States when they numbered the same as Canadians do now.

In fact judging from external trade statistics it was not till 1850 when the United States had a population of over nineteen million that they began to evidence the energy, activity and enterprise that characterize the Canadians of to-day. In many spheres of activity Canada is to-day the rival of the United States of to-day. Statistically in many tests of national activity one Canadian is equal to three Unistoniams.

The difference between the two ends of the century in Canada is measured by the horse ferry boat in the beginning, over the Ottawa River, and the automobile which, on the first day of the new century, started in to convey freight from Dawson city to Grand Forks below the Arctic circle.

TRANSPORTATION STATISTICS

Only a few suggestive figures can be given here. They relate to transportation, and serve to illustrate the success of our efforts to overcome the great obstacles of distance and extensive area.

	1800	1900
Post Offices in existence in Canada No.	26	9,626
Mail Routes, miles	1242	64,537
Envelopes used, No.	None	305,000,000
Exports	\$3,000,000	\$191,894,723
Railways steam miles	None	17,824
Railways, electric "	"	681
Passengers, steam railway, No.....	"	21,500,175
Passengers, electric railway, No.....	"	118,129,802
Canals, expenditure on.....	"	\$81,735,000
Telegraphs, wire miles	"	80,604
Telephones, messages, No.....	"	156,217,627
Telegrams, No.....	"	49,605

The Canadian General Electric Company, Toronto, have recently acquired the sole right in Canada to manufacture and sell the S. K. C. system of alternating current apparatus. They are enlarging their factories, and have purchased the manufacturing plant of the Royal Electric Co., Montreal. Their increased facilities will permit the company to extend the range and increase the amount of their products.

TRADE NEWS.

An important and significant change has been made during the month in the personnel of the directorate of the Laurie Engine Co., Montreal. The majority of the old board retired and advantage was taken of the opportunity to strengthen the company very materially. Mr. C. E. L. Porteous was elected President, Mr. Wm. Yuile, Vice-President, and the remaining members selected were Messrs. F. L. Wanklyn, Mr. Wm. Davis, together with Walter H. Laurie and Mr. John Laurie. The Laurie Engine Co. is one of our most progressive engine firms. Under the management of Mr. Walter H. Laurie, who has an enviable reputation as an engineer, the company has built up a reputation for successfully solving the problem of how to get the largest amount of power out of the smallest amount of coal. Greater opportunities to pursue their inventions will now be granted them by the additional strength. The intimate connection of Mr. Porteous, who is President of the Montreal and St. Lawrence Light, Heat and Power Company, Mr. Yuile, of the Diamond Glass Co.; Mr. Wanklyn, General Manager of the Montreal Street Railway and President of the West India Electric Company, and Mr. Davis, identified with another of Montreal's large enterprises, will undoubtedly increase the resources of the concern.

At the annual meeting of the directors of the Canada Paper Company held in Montreal this month, Mr. John Macfarlane, who has been identified with the company for thirty years, resigned from the Managing Directorship and Presidency. He intends to retire from active business, although retaining his membership on the Board of Directors. Mr. H. Montague Allan has been elected President, Mr. H. S. Holt, Vice-President, and Mr. F. J. Campbell, who has been in charge of the Toronto branch, has been promoted to the General Management. The resignation of Mr. W. D. Gillean, the Assistant-Manager, creates another vacancy to be filled. Mr. Macfarlane is one of the most experienced paper manufacturers in Canada. He first handled paper when associated with Mr. Hew Ramsay in Montreal, and began his education in paper manufacturing with Angus and Logan. In 1870 he was admitted to partnership in this latter concern, which rapidly extended its business, and in 1872 was incorporated under the style of the Canada Paper Company. Mr. Macfarlane became Assistant Managing Director. On the retirement of Mr. Angus in 1880 he was unanimously elected Vice-President and Managing Director, rising later to the Presidency. He has been one of the leading figures in the Canadian paper manufacturing industry, and has devoted the best efforts of his life to its development.

Mr. John M. Taylor, chairman of the Parliamentary Committee of the Canadian Manufacturers' Association, has resigned his position as general manager of the Dominion Radiator Company, and sold out his interest in the business. His brother, Mr. Adam Taylor, the assistant manager, has also retired. Both gentlemen have been connected with the company since its inception in 1887, and have made it one of the largest of its kind in the world. Mr. Joseph Wright, president of the company, will attend to the duties of the general manager's office until a successor can be found. The intentions of the Messrs. Taylor have just been divulged in their departure to Guelph, where, we understand, they have bought an interest in the business of A. R. Woodyatt & Co., manufacturers of lawn mowers and general cast hardware. Mr. J. M. Taylor becomes general manager.

The most important commercial transaction that has occurred in Canada for some time has been the sale of the business of the W. W. Ogilvie Milling Company, which has just been completed. It is understood that Mr. C. R. Hosmer and F. W. Thompson have purchased the entire property and good will at a figure ranging between \$2,500,000 and \$3,000,000. Mr. Thompson will be manager, with headquarters in Montreal, and it is his intention to extend the elevator system and, in fact, the plant throughout. The late Mr. W. W. Ogilvie was one of the first to recognize the possibility of the Northwest as a wheat granary.

The annual meeting of the Robb Engineering Company, Limited, Amherst, was held recently, and the following directors appointed: D. W. Robb, managing director; W. B. Ross, K.C.; John F. Stairs, M. C. Grant, Rev. D. McGregor, A. G. Robb and G. W. Cole. The directors report showed that the past had been the most successful year in the history of the business. A dividend of eight per cent. was declared and a substantial amount added to the reserve fund.

The big iron foundry now in course of construction at Rockfield, P. Q., by the James Cooper manufacturing Company, Montreal, is expected to start work within two weeks. This will be one of the largest iron foundries in the Dominion, and will give employment from the very first to at least four hundred men. The foundry will turn out mining machinery, rock drills, air compressors, coal cutters, hoisting engines, scrapers, wheelbarrows, steam shovels, wire ropes, in a word, all apparatus used in mining or in railway construction.

The Frost and Wood Company, Smith's Falls, have been authorized to increase their capital from \$800,000 to \$1,000,000.

The late Mr. Simon Snyder of Waterloo, President of the Canada Furniture Manufacturers, Limited, who died on March 22, was one of Western Ontario's leading business men and his funeral was attended by many of his confreres from outside towns.

A compulsory Court of Arbitration to settle labor disputes has been established at Sydney, New South Wales. The members are Justice Cohen and one representative each from employees and employed.

A BARGAIN IN FLAGS

The flags used on the Manufacturers Arch erected for the recent visit of the Prince and Princess of Wales are now on sale at the Association Offices, 601 Board of Trade Building, Toronto. They are a very fine collection, made from the best quality of English bunting, and are almost as good as new, having been in use only four days. They will be offered at the following reduced prices:

1 Union Jack, 19½ x 8¾ ft., \$15.00.
6 Union Jacks, 10 x 4½ ft., \$7.50 each.
20 flags of all nations, 11 x 2½ ft., \$4 each.
158 pennants on strings, assorted colors, 25c. each.

These may be seen at any time, and as they will be sold in the near future intending purchasers will do well to call or write regarding them at once.

CATALOGUES RECEIVED

Catalogues have been received during the past month from Parmenter & Bulloch Co., Ltd., Gananoque; Canada Carriage Co., Brockville, and the Canada Corundum Co., Toronto, and George White & Sons, Limited, London.

REMOVAL.

Babcock & Wilcox, limited, have decided to move their Montreal offices to the lower floor of the New York Life Insurance Co.'s building, Place D'Armes. The removal takes place on May 1.

A GLARING INSTANCE

If additional evidence were wanted to prove that we had better divide "America" into two countries, making one the "United States" and the other "Canada," the following letter, received by a Toronto manufacturing concern during the past month, might be quoted. It shows how Canada suffers from the foreign application of the word "America" to the products of the United States:

From Mr.
Nottingham, England.
To Messrs.
Toronto, Canada.
NOTTINGHAM, England,
March 13th, 1902.

also state your best terms.

Of course we understand that you will supply us with a consular certificate, proving your goods to be AMERICAN goods to enable us to return to United States free of duty.

FOREIGN TRADE NEWS.

TRADE ENQUIRIES.

NOTE.—For further information regarding any enquiry mentioned on this page, or the names of enquirers, apply to the Secretary, at Toronto.

Agencies.—A gentleman in Bulawayo, South Africa, has decided to commence business as a manufacturers' agent, and would like to get into touch with Canadian manufacturers of metal goods, more particularly agricultural implements.

A Liverpool firm of many years standing is open to represent Canadian woodenware manufacturers.

A Glasgow agent would like to secure the representation of Canadian manufacturers in the iron and steel trade, machinery, hardware, furniture, woodenware and wire goods, doors, mantels, stair rails, &c.

A Sheffield agent of twelve years standing would like to secure the representation of Canadian manufacturers of bicycles, sectional bookcases, office cabinets, roll top desks, bentwood chairs, ice cream freezers, parlor organs, enamelled ware, clothes wringers, washing machines, wooden novelties.

A firm of two brothers in Melbourne, Australia, who have been brought up in the hardware manufacturing business, are desirous of acting for one or two really good live manufacturers of hardware and allied productions.

A commission agent at Newcastle, Eng. with good connection, wishes to hear from Canadian manufacturers desiring representation in that quarter.

The agency for a Canadian exporter of wood pulp is desired by a Brussels firm, who could take up the representation for Belgium and Holland.

A Brussels, Belgium, firm, which represents United States rubber manufacturers, would like to represent some Canadian manufacturers in Belgium and Holland. References.

An agent in Durban, Natal, S. A., who has been connected with the general and import business in that town since 1874, and has several important agencies, believes that he can work up a good trade in Canadian oats, potatoes, onions, hams, bacon, cheese, butter, jams, canned or preserved fruits, canned meats and fish and poultry, etc. Would like to get into communication.

A Dublin firm of good standing, who read Mr. Robins' remarks with appreciation, would like to be put into communication with shippers of Canadian produce.

A partner in an Australian firm of merchants and manufacturers' agents will be returning home via Canada, and is prepared to represent a few large Canadian manufacturers wishing to develop trade in Australia.

A Liverpool firm of provision merchants, who have a large sale of bacon, are open to sell on commission for any reliable Canadian firm requiring representation.

An English Constantinople firm of high standing, and doing an extensive

business, are open to deal in Canadian goods. They handle almost all lines of goods in large quantities. They have their establishment divided into four departments. (1) Soft goods; (2) Hardware and metal; (3) Chemical; (4) Provisions.

Acetate of lime.—A correspondent at Castellanza, Italy, enquires for Canadian manufacturers and exporters of acetate of lime.

Biscuits and Confectionery.—An Auckland, New Zealand, firm, would like to purchase or sell on commission Canadian biscuits and confectionery.

Box Shooks.—A Glasgow house enquires for the names of exporters of box shooks at Montreal, St. John and other places in Canada, with facilities to ship regularly by steamers to Glasgow.

Another London house wishes to be placed in correspondence with Canadian sawmills which can supply packing case shooks on a large scale.

Brooms.—A wholesale Auckland, New Zealand, firm would like to purchase or sell as agents Canadian made corn brooms.

Cabinets.—A London firm of wholesale and export cabinet makers ask to be referred to Canadian shippers of chair stock, seats, backs, legs, etc.

Canned Fruit and Vegetables.—A whole sale Auckland, New Zealand, firm would like quotations f. o. b. New York on canned fruit and vegetables.

Carriages.—An important London firm of carriage builders is prepared to accept agencies for Canadian carriage makers and to arrange for the display of such Canadian goods at some of the leading exhibitions of the United Kingdom.

Casein.—A Glasgow firm asks to be referred to makers of casein or lacterine in Canada.

Cereals.—A Kingston, Jamaica, house, that now buys some other lines of Canadian goods, enquires for the names of Canadian shippers of oats, potatoes, onions, white and red beans, and split peas.

Cyanide of Potassium.—A Liverpool firm asks to be placed in touch with the leading Canadian mining companies who use cyanide of potassium.

Deals, Floorings and Mouldings.—A firm of timber merchants and saw-millers, Sligo, Ireland, wish to get into communication with Canadian manufacturers of spruce deals, floorings, sheetings and mouldings.

Doors and Mouldings.—A London firm of merchants would like to hear from Canadian manufacturers of doors and mouldings in quantity. They are in a position to contract for the total output of one or more factories.

Egg Cases and Fillers.—Enquiry is made in London for the addresses in Canada of lumber firms making egg cases for export in shook, also for names of makers of fillers for egg cases.

Egg Fillers.—An Aberdeen, Scotland, firm enquire who are the manufacturers of pasteboard divisions and squares used for packing eggs into cases. They will buy 50,000 to 100,000 of each on c. i. f. terms, cash against documents.

Felspar.—A firm in Brussels desires names of Canadian shippers of felspar of good quality.

Fireworks.—The Public Works Department, Hamilton, Bermuda, are asking for prices and information on fireworks, flags, and other decorative materials, illuminating devices with colored or clear glass lamps for candles or electric light; in fact, anything appropriate for the celebration of the coronation.

Fishing Rods.—The names of Canadian fishing rod makers are asked for by an English importer.

Grain.—A first-class house in Leith, Scotland, is desirous of getting in touch with a reliable firm in Canada exporting grain, peas, wheat, barley, etc.

Herrings.—A Kingston, Jamaica, house that now buys some other lines of

Canadian goods, wants to know the names of the packers of red herrings.

Jewelry.—An Anvers, Belgium, house enquires for the names of the Canadian manufacturers of fancy goods and jewelry novelties.

An Auckland, New Zealand, house wants quotations from a capable firm for the manufacture of a patent naphia holder. It is United States patent No. 689,811, Dec. 24, 1901, and drawings and specifications may be had from the editor of the *Scientific American*. They want f. o. b. prices New York for metal, silver and rolled gold. If wished rough models can be furnished.

Lumber.—A London agent has a demand for birch, maple, oak and pitch pine wood blocks for flooring, c. i. f. any port in United Kingdom; also for furniture wood and coffins and caskets in shook.

A London house desires the names of the principal wholesale lumber exporters in New Brunswick.

Manila Folding Box Boards.—Enquiry is made by a London wholesale stationery firm for Canadian mills turning out large quantities of manila folding box boards.

Matches.—A wholesale Auckland, New Zealand, firm would like quotations f.o.b. New York on matches.

Molybdenite.—A German importer asks to be furnished with the names of some Canadian shippers of molybdenite.

A Liverpool firm wishes to hear from Canadian owners of deposits of molybdenite who are in a position to offer supplies.

Motor Cars.—A correspondent asks for the names of manufacturers in Canada of motor cars and motor car parts.

Mouldings.—A London man with experience in the line wishes to take up the representation in the United Kingdom of Canadian houses shipping whitewood picture frame mouldings and other similar wood goods.

A Dublin house asks to be referred to Canadian manufacturers of mouldings suitable for picture frames.

Oatmeal.—An English importer and broker asks for the names of exporters of oatmeal, farina, peas, etc., in Canada.

Office Saving Devices.—An Auckland, New Zealand firm is asking for samples of labor saving office devices, such as perpetual ledgers, etc.

Oils, Lubricating, and Axle Grease.—A wholesale Auckland, New Zealand, firm

would like quotations f. o. b. New York on lubricating oils and axle grease.

Paper—Wrapping and Cheap News.—A wholesale Auckland, New Zealand, firm would like quotations on wrapping and cheap news paper f.o.b. New York.

Road Machinery.—The Public Works Department, Hamilton, Bermuda, is enquiring about road machinery in general. A road roller driven by oil, gas or naphtha engine is specially required.

Roofing Slates.—A Sligo, Ireland, firm wish the names of Canadian manufacturers of roofing slates.

Box Wood.—A Sligo, Ireland, firm enquire the names of Canadian manufacturers of butter boxwood cut to sizes and tied in bundles.

Salt and Fish.—A wholesale Auckland, New Zealand, firm would like to purchase or sell on commission Canadian salt, and salted and canned fish.

Shingles.—A firm in the eastern counties of England desires to get into communication with Canadian houses shipping roofing shingles, size 18 x 4 ins., with rounded corners at one end, to be packed very closely for shipment.

Timber.—A London firm of timber brokers are desirous of being placed in communication with some leading exporters in Canada.

Enquiry is made by an Irish house for all classes of timber, spruce sheetings, floorings, mouldings, etc.

Tobaccos.—A wholesale Auckland, New Zealand, firm would like quotations, f.o.b. New York, on tobaccos.

Wooden Bowls.—We have received a communication from a London, England, firm stating that they would like to purchase 50 gross of wooden bowls (elm) per week. If one manufacturer cannot supply the lot they would take them from several. The supply must be regular and guaranteed. Full particulars may be had on application from the Secretary. The market is supplied at present from the Eastern Continents, but Canada ought to be able to get a share. Payment in cash against documents.

Woodenware.—A Liverpool merchant, who is a very large user of ready-made woodenware, would like to get into touch with Canadian manufacturers, as he prefers the Canadian make to the Norwegian.

A wholesale Auckland, New Zealand, firm would like to purchase or sell on commission Canadian woodenware, such as buckets, clothes pins, wash boards, axe handles, etc.

MEMBERS' BUSINESS DIRECTORY.

The attention of Members is invited to the desirability of having a business card inserted under one or more headings in the following columns. Only one inch space is allowed to a firm under one heading, but a firm may be classed under as many headings as are necessary to describe its business. A ready reference to the industries represented in the Association is by this means possible.

ACCOUNT BOOKS.

The Brown Brothers, Limited,

51-53 Wellington West, TORONTO,

Manufacturers of Account Books, Leather Goods, etc. Stationers and Bookbinders.

ACCOUNT BOOK PAPER

The Rolland Paper Company

Quebec, MONTREAL, Toronto

Makers of Account and Ledger Papers, "Super-fine Linen Record," "Canadian Linen Ledger," "Earnscliffe Linen Ledger," Grand Prix, Paris, 1900.

AGRICULTURAL IMPLEMENTS.

David Maxwell & Sons,

ST. MARYS, ONT.

Manufacturers of Harvesting Machines, Stock Raisers' Implements and General Farm Machinery.

ARCHITECTURAL & ORNAMENTAL IRONWORK.

Canada Foundry Company, Limited,

Head Office and Works, TORONTO, ONT.

District Offices: Montreal, Halifax, Winnipeg, Vancouver, Rossland.

Beams, Channels, Columns, Angles, Plates, Grills, Fences, Railings, Bank Fittings, etc. Designs sent on application.

ASBESTOS.

The Eureka Mineral Wool & Asbestos Co., 136 Bay Street,

TORONTO.

Asbestos Cement, Paper, Mill Board, Wick, Rope, Pipe and Boiler Coverings, Packings, etc.

AXES.

Dundas Axe Works,

DUNDAS, CANADA.

P. Bertram, Manager.

Manufacturers of all kinds of Chopping Axes, making a specialty of quality and finish.

BAGS.

Dick, Ridout & Co.,

77 York Street, TORONTO.

Manufacturers of Jute and Cotton Bags, Hessians, Twines, &c.

The Canada Jute Company, Limited,

492 William St., MONTREAL.

Manufacturers of Jute and Cotton Bags. Importers of Twines, Hessians, Baggings, etc. Telegraphic address, "Calendar," Montreal.

BANK AND OFFICE FITTINGS.

The Globe Furniture Co., Limited,

WALKERVILLE, ONT.

Manufacturers of Counters, Screens and Metal Work for same; Standing Desks, Dado, Doors and General Interior Finish; Store Fixtures.

The Monetary Times,

TORONTO.

Every reader of "The Monetary Times" is a likely purchaser of anything in the line of Desks, Chairs, Cabinets, Counter Railings, Cages, Partitions, Book Racks or Display Stands. A one inch card costs but \$30 yearly.

BELTING-LEATHER.

The Beardmore Belting Co., Limited,

TORONTO, ONT., 39 Front St. East.

MONTREAL, QUE., 57 St. Peter St.

Manufacturers of Leather Belting, Dynamo and Double Driving Belts our specialty. Write for discounts.

BICYCLE SUPPLIES.

Boston Wood Rim Co'y, Limited,

TORONTO.

Manufacturers "Laminated" and "One Piece Rims" for Bicycles, Motor Carriages, Sulkies, etc. Mud and Chain Guards.

BICYCLES AND MOTORS.

Canada Cycle & Motor Co'y, Limited,

TORONTO, CAN.

Mfrs. of Bicycles, Motor Vehicles, Marine Motors and Launches. Works—Toronto and Brantford. Catalogue on application. Cable address, "Cyclemotor" Toronto. A. B. C. and A. I. Codes used.

BILLIARD TABLES.

Samuel May & Co.,

74 York street, TORONTO.

Billiard Table Makers. Billiard and Pool Ball Turners. Billiard Cue Makers. Billiard Cloth Importers.

Send for Catalogue and Price List.

BOILERS-WATER TUBE.

The Canadian Heine Safety Boiler Co.

Esplanade, Opposite Sherbourne St.,

TORONTO.

Water Tube Steam Boilers for all pressures, duties and fuels. Marine and Stationary, from 50 to 600 horse power units.

George Brush,

34 King St., MONTREAL.

Manufacturer of Steam Boilers, Marine and Stationary, and Kingsley Patent Water-Tube Boilers, the best and most economical boiler in the market.

BOOTS AND SHOES.

The Ames-Holden Co. of Montreal,

MONTREAL, QUE.

Limited.

Boots and Shoes. Sole selling agents for the Granby Rubber Company. Branches—St. John, N.B., Toronto, Ont., Winnipeg, Man., Vancouver, B.C., Victoria, B.C.

J. & T. Bell,

(Established 1814.)

178-180 Inspector St., MONTREAL.

Fine Footwear.

BOX MANUFACTURERS.

G. & J. Esplin,

Office, 120 Duke St., MONTREAL, QUE.

Box Manufacturers,

Lumber Merchants.

Saw and Planing Mills.

BOXES-WOOD.

Barchard & Co., Limited,

135-151 Duke Street, TORONTO.

Manufacturers of Wood Packing Boxes of every description.

Wood Printers.

Telephone Main 30.

BRASS GOODS.

Established 1828.

Garth & Co.,

536 to 542 Craig St., MONTREAL.

Brass and Iron Founders,

Plumbers and Steamfitters.

Fire and Water Department Supplies.

The Robert Mitchell Co., Limited,

MONTREAL.

Manufacturers of Brass Goods for plumbers, gas and steam fitters. Gas and Electric Light Fixtures, Ornamental Brass and Iron Work.

The James Morrison Brass Mfg. Co., Limited,

89 to 97 Adelaide St. W. TORONTO.

We make and handle everything for Engineers and Plumbers; Gas and Electric Fixtures.

Telephone Main 3836.

Brushes, Brooms & Woodenware

United Factories, Limited,

Head Office, TORONTO, CAN.

Operating Boeckh's Toronto Factories, Bryan's London Factories, Cane's Newmarket Factories.

The MacLean Publishing Co., Limited, MONTREAL AND TORONTO.

Brooms and Brushes, &c., of Canadian manufacture should be advertised in "The Canadian Grocer." It is the only exclusively Grocery paper in Canada, and brings manufacturers in close touch with wholesale and retail trade. Drop a card of enquiry to 232 McGill Street, Montreal, or 10 Front St. E., Toronto.

Meakins & Sons,

HAMILTON.

Meakins, Sons & Co'y, Montreal.

Manufacturers of Brushes.

Toronto Office, 74 Bay Street.

Taylor, Scott & Co.,

TORONTO, CAN.

Manufacturers and Exporters of Brooms, Brushes, Washboards, etc.

Write us for prices.

Cable address, "Woodenware," Toronto.

CANNERS' SUPPLIES.

The Norton Mfg. Co.,

HAMILTON, ONT.

Fruit, Paint, Lard and Baking Powder Cans.

Wire and Bar Solder.

Capacity one hundred and fifty thousand cans daily. Correspondence solicited.

CARPETS.

The Monetary Times,

TORONTO.

There is a tendency on the part of progressive manufacturers to brighten up their private offices. One of the details is the laying down of a rug or carpet. As this Journal reaches those who care about their surroundings it follows that carpet manufacturers can advertise here advantageously.

The MacLean Publishing Co., Limited, MONTREAL AND TORONTO.

Good Carpets, properly advertised in "The Canadian Dry Goods Review" are easily sold. It is the only paper in Canada devoted exclusively to Dry Goods, Millinery, Furnishings, Carpets, Curtains, &c. For advertising rates and specimen copy, write 232 McGill Street, Montreal, or 10 Front St. E., Toronto.

The Toronto Carpet Manufacturing Co. TORONTO. Limited.

Manufacturers of Wool and Union Ingrain Carpets and Art Squares, Axminster Carpets and Rugs; Smyrna Whole Carpets and Rugs.

CARRIAGES.

E. N. Heney & Co.,

Office and Warerooms, 333-335 St. Paul St.
Factory, 758 to 788 Notre Dame St.
MONTREAL.

Wholesale manufacturers of Fine Carriages for home and export trade. Catalogues to dealers on application.

CHEESE.

A. F. MacLaren Imperial

Cheese Co'y, Limited,

51 Colborne St., TORONTO, CANADA.

Manufacturers of MacLaren's Imperial Cheese in White Opal Jars. Importers and Exporters of Foreign and Domestic Cheese.
Cable Address, "Dairymaid."

CHILDREN'S VEHICLES.

The Gendron Mfg. Co'y, Limited, TORONTO, CANADA.

Makers of Children's Vehicles, Reed and Rattan Furniture.

COMMERCIAL PUBLICATIONS.

The Monetary Times Trade Review and Insurance Chronicle, Toronto.

This Journal was established in 1866 and has never missed an issue. In 1869 it secured control of the Intercolonial Journal of Commerce; in 1870 The Trade Review and later the Toronto Journal of Commerce. No other publications issued under any of these titles are in any way identified with The Monetary Times Co.

CONFECTIONERS' MACHINERY.

Fletcher Manufacturing Company, TORONTO, CANADA.

Onyx, Marble and Silver-plated Soda Water Fountains; Bakers', Confectioners' and Cooks' Tools, Machines, Utensils and Supplies; Waxed Paper Julep Straws.

COPPER WORK.

The Booth Copper Co., Limited, TORONTO, CANADA.

Coppersmiths and Metal Spinners.

Brewers', Distillers' and Confectioners' Copper Work.

Coulter & Campbell,

155-158 George St., TORONTO.

Manufacturers of Distillers', Brewers' and Confectioners' Copper and Brass Work. Marine, Dyers', and Varnish, Copper and Brass Work. Metal spinning work to order.

CREAM SEPARATORS.

The Raymond Mfg. Co. of Guelph, GUELPH, ONT. Limited.

Manufacturers of the "National" Cream Separator and "Raymond" Sewing Machines.

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Hiram Walker & Sons, Limited, WALKERVILLE, ONT.

And London, New York, Chicago, Atlanta, Mexico City, Victoria, B.C.

"Canadian Club" Whiskey.

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Domestic Specialty Co., HAMILTON, ONT.

Manufacturers of Blackings, Dressings, Dyes, Stains, Waxes, Bottom and Edging Inks and Rubber Cement.

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The Merchants Dyeing and Finishing Co., Liberty St., TORONTO. Limited.

Dyers and Finishers of all classes of Woolen or Half-Wool Dress Goods whether made in Canada or Europe. Also Japanese Silks. Correspondence solicited.

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The Canadian General Electric Co., Limited,

Head Office: TORONTO.

Factories—Toronto, Peterborough, Montreal. Branch Offices—Montreal, Halifax, Winnipeg, Vancouver, Rossland, Nelson.

Manufacturers of Electrical Machinery of all kinds—Power, Lighting, Railway. We furnish complete Installations.

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The Canadian General Electric Co., Limited,

Head Office: TORONTO.

Factories—Toronto, Peterborough, Montreal. Branch Offices—Montreal, Halifax, Winnipeg, Vancouver, Rossland, Nelson.

Lamps, Wire, Meters. We carry a large stock of all Electric Supplies. Write for Catalogue.

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Canada Elevator and Electric Works, HAMILTON, CANADA.

Manufacturers of High Class Electric, Hydraulic, Power and Hand Elevators, Dumb Waiters, Hoisting Machinery.

The Leitch & Turnbull Co., Limited.

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Kemp Manufacturing Co., TORONTO, ONT.

Enamelled Sheet Metal Ware, Plain and Re-tinned Stamp Ware, Japanned Ware, Sheet Steel and Galvanized Ware, Stove Shovels, Stove Boards, Copper Ware, Oil Stoves, Machine Oilers, Tinned Spoons, Lanterns, Wire Goods and Metals.

Cable Address "Metalsdon," Toronto.

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Hamilton Engine Packing Co., HAMILTON, ONT.

Exclusive Manufacturers of Clappison Improved Engine Pump and Ammonia Packings, Sectional Asbestos Magnesia and Mineral Wool, Pipe and Boiler Coverings, Loose Mineral Wool, Smith's Adjustable and Tubular Boiler Gaskets, Rainbow and other Sheet Packings, Boiler Tube Scrapers and Blowers, Cotton Waste, Oils, Belting and supplies.

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The Polson Iron Works, TORONTO.

Engineers, Boilermakers, Steel Shipbuilders; Builders in Canada of the Yarrow and Moscher Water-Tube Boilers.

Works and Office, Esplanade St. East.

J. & R. Weir,

Nazareth & Brennan Streets,
MONTREAL.

Engineers, Boilermakers and Machinists. Steel Boat Builders.

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TORONTO.

Designers, Engravers, Printers, Publishers; Half-tones, Wood Cuts, Electros, Cuts of all kinds, Booklets, Catalogues, Calendars, Illustrated Printing.

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Envelopes of every quality and size. The largest output in the Dominion.

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Importers
All-rail Coal.
Prompt Shipments Guaranteed.

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TORONTO.

When it comes to the matter of inviting the investing public to subscribe for stock in any new enterprise, or in the stock of amalgamated concerns, it is easily seen why the prospectus should appear in *The Monetary Times*, a journal that carries weight and reaches all those most likely to be interested.

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Decorative Metal Workers in
Electrical and Gas Fixtures,
Brass, Iron and Copper.

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We handle everything used in a Foundry.
Write for prices.

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Owning and operating the Largest Consolidation of Furniture Interests in the World.
21 Factories.
Warehouses in London and Liverpool, England
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Manufacturers of Pews, Rails, Screens, and Platform and Chancel Furniture; Model Automatic Desks and Teachers' Desks; Lecture Room Chairs, Settees, etc.

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Manufacturers of Office, School, Church, Lodge and Opera House Furniture; Bank, Office, Hotel, Drug and Jewelry Store and Court House Fittings a specialty.

The Office Specialty Mfg. Co., Limited,
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Letter Files, Cabinets, Supplies, Office Desks, School Desks, etc., Metallic Vault and Library Furniture, Trucks.

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Makers of Children's Vehicles, Reed and Rattan Furniture.

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Perfect combustion obtained from any fuel, especially cheap fuels, such as screenings. Hence, practically no smoke, due to the movement of the grate and the large area of air passing through same. Write for particulars, etc.

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Factory, 758 to 788 Notre Dame St.
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Wholesale manufacturers of Harness and Saddlery for home and export trade.

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Mfrs. of the new "Star" Hot Water Heater with Syphon Injector and Moving Ash Sifter, Hot Water and Steam Fittings.

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Bank and Office Fittings, Mantels, Furniture and Upholstery.

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General Founders.
Artistic Iron Work of all descriptions.
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"Hardware and Metal," Montreal and Toronto, is the leading paper in Canada, circulating among hardware, paint and oil dealers, plumbers, machinists, steamfitters, foundrymen, &c. A good medium for advertising metal and metal goods. Any enquiries addressed to 232 McGill St., Montreal, or 10 Front Street East, Toronto, will receive ready attention.

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Cut and Wire Nails, Wrought Iron Pipe, Horseshoes, Spikes, Tacks, Bolts and Nuts, etc.

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Switch and Signal Lamps, Ship Lamps, Semaphore Signals, Electric Mirror Reflectors, Motor Headlights.

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Tanners and Leather Merchants.

Home and Export Trade.

Tanneries at Berlin, Penetang and Listowel, Ont.

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Manufacturers of Patented, Glazed and Dull Kid; Patent, Glazed, Boxed and Dull Calf; Mochos, Kid, Swedes, Reindeer, Buckskin, Chrome Asbestos Tan Gloves and Mitts, Chrome Asbestos and Indian Tan Moccasins.

Montreal—22 Lemoine St. Cable Address,
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Manufacturers of Staple and Fancy Leathers, Bag, Valise, Trunk, Bookbinders', Bridle, Skirting, Schap and Saddle Leathers—in all colors.

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Devisers and manufacturers of Business Systems. Celebrated Copeland-Chatterson Perpetual Ledgers. Loose Leaf Systems of Accounting.

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General Lithographers and Engravers.

Show Cards, Catalogue Covers, Labels, etc.

The Toronto Lithographing Co., Limited,Cor. King and Bathurst Streets,
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Commercial and fine Color Lithographers and
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Samples and quotations cheerfully furnished.

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Oils.**OIL CLOTHS.****The Dominion Oil Cloth Co., Limited,**
MONTREAL.Manufacturers of Oil Cloths of every descrip-
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Upright and Grand Pianos, and Automatic
Piano and Organ Players.Branches at 49 Holborn Viaduct, London, E.C.;
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1875 CLINTON, CANADA. 1901

Manufacturers of the Famous High-Grade
Doherty Organ.European Representative—W. W. Clarry, 12
Lancelots Hey, Liverpool, England.**Goderich Organ Co.,**

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Manufacturers of High Grade, Fine Tone Reed
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Desks, Closet Seats. For export and home
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WOODSTOCK, ONT.

Manufacturers of High-Grade Reed Organs in
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and Stools.**PACKING-HOUSE MACHINERY.****Wm. R. Perrin & Co'y,**

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Manufacturers of machinery for packing houses
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Manufacturers of Paints, Varnishes, etc.

Warehouse, 15 and 17 Mincing Lane.

Factory, St. Lawrence St.

A. Ramsay & Son,

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Manufacture Paints, Varnishes, etc.

Import Glass, Brushes, Artists' Materials,
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San Francisco, Kansas City, Newark.Paint and Varnish Makers. The largest paint
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P. D. Vods & Co'y, Montreal, Proprietors.

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Paper-Makers.

The Toronto Paper Mfg. Co.,

CORNWALL, ONT.

Makers of Super Book,

Envelopes and Writing Paper,

Colored Flats and Linen Ledgers.

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Canada Life Building, TORONTO.

Solicitor of Patents, Expert and Counsellor in
Patent Causes.Patents, Trade Marks, Copyrights, Design
Patents procured in Canada and all foreign
countries.**Ridout & Maybee,**

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Solicitors of Home and Foreign Patents, Trade
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High grade Paper Makers.

Makers of "Superfine Linen Record," "Can-
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Bond." Grand Prix, Paris, 1900.**PHARMACEUTICAL CHEMISTS.****Parke, Davis & Co.,**Laboratories and General Offices,
WALKERVILLE, ONT.Eastern Depot, 378 St. Paul St.,
MONTREAL, QUE.We are also the largest manufacturers of bio-
logical products in the world. Our laboratories
are always open for professional inspection.**The Griffiths & Macpherson Co., Limited,**

Pharmaceutical Chemists,

TORONTO, CAN. BUFFALO, N.Y.

Proprietors of Griffiths' Menthol Liniment,
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for Asthma), Japanese Catarrh Cure (a guar-
anteed cure for catarrh), "Glyzine," the ideal
vehicle—makes physicians' prescriptions palat-
able.**PIANOS.****The Bell Organ & Piano Co., Limited,**
GUELPH, ONTManufacturers of High-Grade Upright and
Grand Pianos, Reed Organs, and Automatic
Piano and Organ Players.Branches at 49 Holborn Viaduct, London,
E.C.; 15 Bridge St., Sydney, N.S.W.**Gerhard Heintzman,**

69-75 Sherbourne Street TORONTO.

Manufacturers of High-Grade, Grand and
Upright Pianofortes.**PIANO & ORGAN SUPPLIES.****The Newell & Higel Co., Limited.**Mechanical Experts and manufacturers of
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Hammers, Organ Keys, Reeds and Boards.Head Office and Factory—Cor. King and
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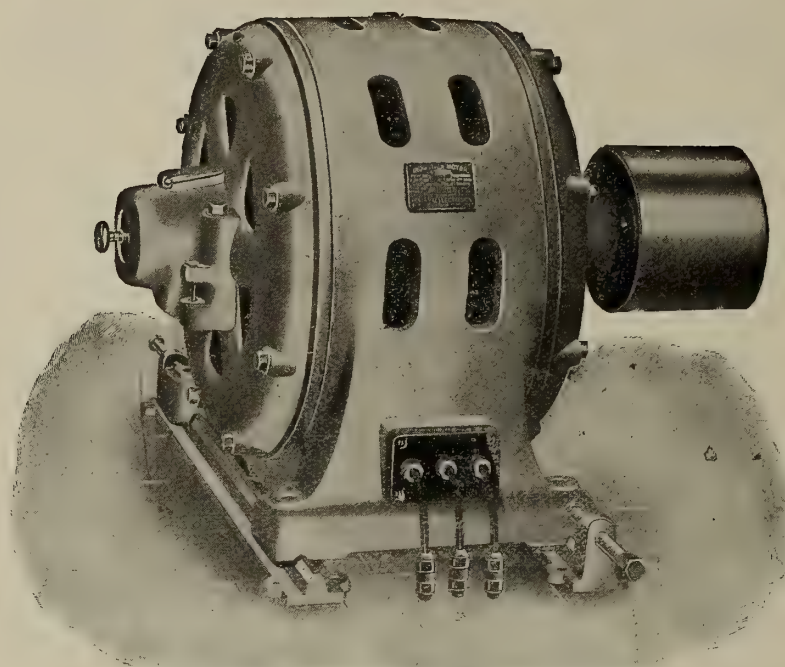
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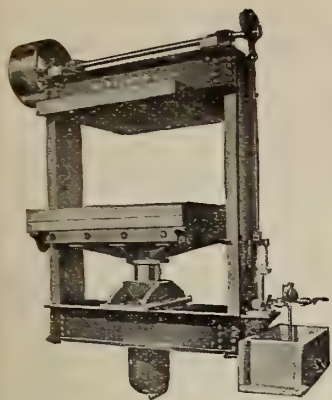
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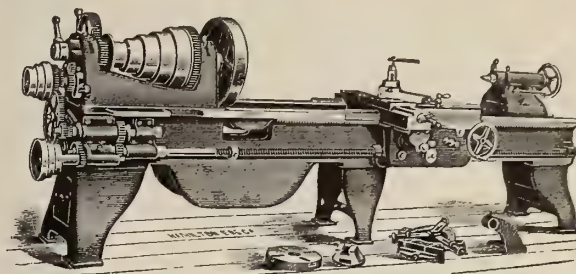
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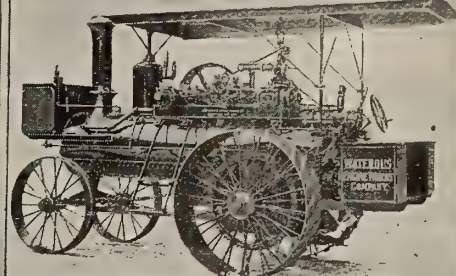
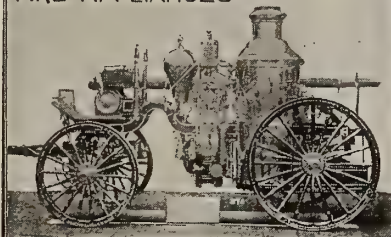
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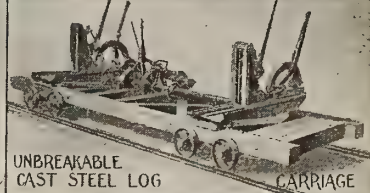
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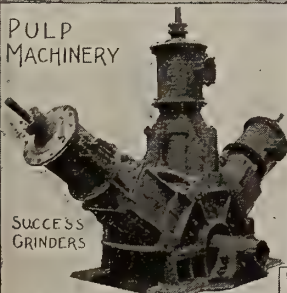
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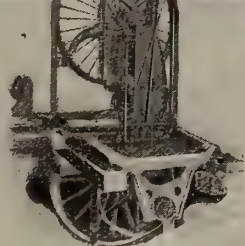
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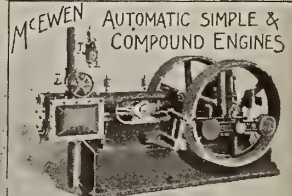
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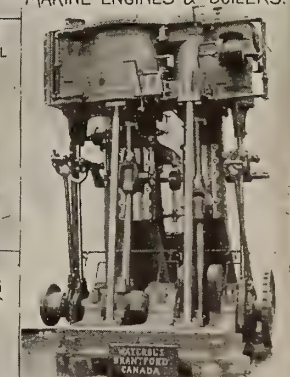
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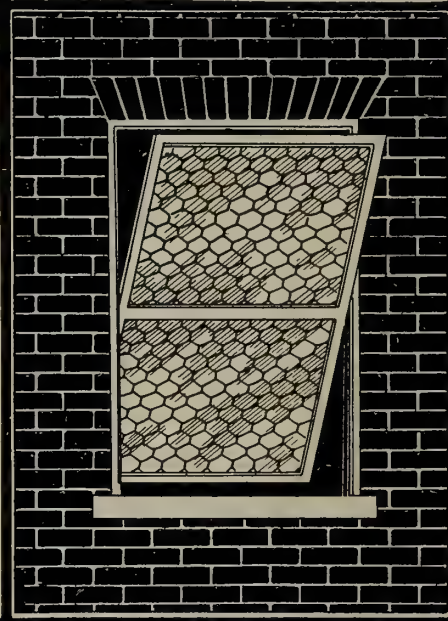
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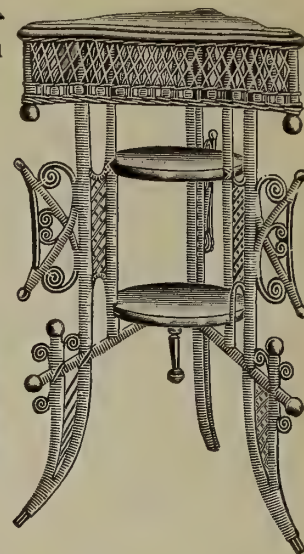
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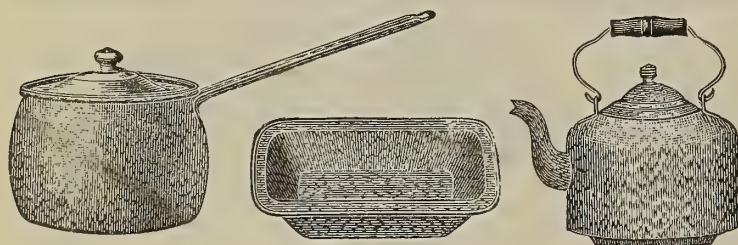


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Vol. II.

TORONTO, MAY 1, 1902.

No. 9

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Canadian Manufacturers' Association,
Head Office, Toronto, Canada.

The Annual Meeting

In their own interest it is important that the manufacturers should make their arrangements to attend the annual convention at Halifax, August 13 and 14. There is no need to say why—everybody knows. We look to it to be a pleasant trip, and we trust profitable to the manufacturers and the Dominion. A convention is a prolific source of inspiration whose beneficial influence cannot be easily calculated. Be interested in the annual meeting and you will join in the cry "On to Halifax."

No time to be Timorous

This is no time for our manufacturers to be timorous. There is a general feeling of confidence, a spirit of progress in the country that warrants a business man's discounting the future and making preparations for increased business. Nearly every firm is rushed with orders beyond its capacity to fill them, and extension of factory and addition of capital is the order of the day. Even those industries that did not secure the needed protection in this session's Budget speech are kept busily engaged. The bountiful harvests of the past few years have enriched the country and attracted settlers. Our resources are being developed with the influx of capital and the growth of optimism. One of the most pleasing features of this enthusiasm is that it has rid Canadians of their hesitancy to invest their earnings in Canadian investments. Few incidents have worked so much benefit to this country in such a short time as did the recent boom in Dominion coal and Dominion steel stocks. The promoters may have made their little "piles" out of the increase in values, but it is doubtful if they were paid too highly for their services; they have proved to the Canadian public that it is not necessary to go beyond our confines to find profitable and safe investment. Our

Canadian banks loan about \$90,000,000 a year on foreign investments, surely there will now be a turn in the tide. If there is, if Canadian banks should come some day to favor investments in this country, as they should, there will be any number of things added unto us.

A Reciprocal Imperial Preference

One of the reasons for the prevailing optimism is the new-found hope that Canadian products will be given a preference over United States goods in the British market. It is felt that if we secure this favor in return for what we have already granted, Canada will progress

NOTICES.

- 1.—General Executive Council, Board of Trade Building, Toronto, Thursday, May 15th, at 2 p.m.
- 2.—Montreal Executive, at Association Rooms, Temple Building, Montreal, Thursday, May 8th, at 3 p.m.
- 3.—West Indies' Banquet at McConkey's, Toronto, on the evening of April 15th, at 6.30 p.m. Messrs. Munro and Stewart will report.
- 4.—Montreal banquet at Windsor Hotel on the evening of April 22nd at 8 p.m. Messrs. Charlton, M.P., and Weir, M.L.A., will be the Association's guests.

as she never has since the abrogation of the Reciprocity Treaty. Since that time we have never secured as good a market for our products as we had in the United States, a country with whom nature destined us to trade. We have been devoting our exertions, particularly since the United States put up their high wall, to the development of a market in Great Britain, and now we hope to see that market clinched for colonial products. The commercial consolidation of the empire cannot but benefit every part of it.

An Opportunity to be Grasped

It is a matter of supreme gratification to the manufacturers that the Government has listened favorably to the Association's request for commercial agents in the colonies and foreign countries. But it will not be a gratification if improper men are sent out and if they are not provided with the requisite information to develop Canadian trade. A business soldier laboring for his country in commercial war without his rifle of information, is as useless as a Tommy Atkins without his gun and bayonet. A recent appointment of a commercial official and his hurried departure from the country would indicate that the Government has not recognized this fact. The only preparation he seems to have made was to buy a dress suit case. We have not heard that he visited any manufacturer to enquire what information was desired. Evidently he has not gone out to enter earnestly and actively into the duties that one in his position could perform. Without getting into touch with our exporters before he goes he cannot. And if a man cannot discharge the functions of his office capably, the utility of that office is a nonentity. We would suggest that hereafter the commercial appointees of the Government should be given a few weeks' course in commercial education before they leave the country, in order that they may be able to talk of our products with a fair share of intelligence. The Canadian Manufacturers' Association could do a great deal to increase the usefulness of these agents, were it given the opportunity. We would like to see the Canadian representatives as useful to our exporters as the United States consuls are to United States merchants and manufacturers.

Perhaps there is no more striking example in Canada of the strength that lies in unity than the Canadian Manufacturers' Association. It must be remembered, however, that there are many manufacturers who are not yet members, and the Association is undertaking so many lines of important work that it becomes imperative that the membership should be increased. A new membership campaign is now well under way. Though begun at the Head

Office, it will be successful only in so far as the members of the Association, by personal work, secure the interest of their fellow manufacturers. A word from a member has more weight than a dozen letters from the Secretary. No doubt each firm knows of others whom they may influence to join.

The membership fee is a very small item, and the Association is worthy of the earnest support of those for whom it exists. The Secretary will be glad to hear of any prospective members, and will very willingly supply any further information concerning the Association. The annual meeting takes place in August. At that time let us by an increased and interested membership show the strength and importance of our organization.

The Educational Campaign

But the Association is not a self centred narrow organization, existing merely for the benefit of its individual members. It realizes its important place as a Canadian institution. As such it has begun another work which cannot but meet with the hearty sympathy and support of every loyal Canadian. It seems strange and it is no doubt unique, that as Canadians, in all our search after prosperity, we have to be persuaded and urged to buy the products of our own Dominion. Canada will never enjoy the confidence of other nations as a manufacturing nation, until she has confidence in herself, and with this in view the Association is undertaking the strange enterprise of teaching the people of Canada something of their own worth. Every citizen, irrespective of class or party, who has at heart the wellbeing and prosperity of the Dominion, can interest himself in this work, and do valiant service to his country, by seeking to overcome a prejudice which has no right to exist.

It would be useless to endeavor to enumerate here all the lines of work in which the Association is actively engaged. This paper, itself an evidence of the energy and activity of the organization, contains from time to time accounts of the detailed work. Members are invited to use its columns, and to appropriate as their own any other facility which the Association offers.

As in the past, it still rests with the members, as broad minded Canadians, to make the Association what it is—a valuable asset in the success of their particular industries and a world-wide advertisement for Canada.

The Value of the Association

The Canadian Manufacturers' Association is recognized as one of the most useful organizations of the Dominion. Its position as a powerful factor in the industrial life of Canada is not due merely to the fact that it represents an influential and public spirited class of

citizens, but it has won its way to distinction by a career of usefulness.

The Association has a work to do, not only in the interests of its individual members, but for the welfare of the Dominion, which is being undertaken by no other organization. It means something to the manufacturers of Canada to know that they have a strong organization, distinctly representative of themselves, a medium through which, at any time, their united opinions can be expressed on any of the important public questions which are continually arising. It means something to them to know that their interests are constantly cared for, and their rights preserved against encroachments from any quarter, and that any grievances they may have, presented through their organization, are bound to meet with proper consideration from any authorities.

There can be no doubt that the present conditions of international trade warrant a change in the Canadian tariff, and while the efforts made by the Association for a general revision have not yet been successful, there have been many particular instances in which the representations made by the Association have been effectual in preventing any changes which would be injurious to Canadian manufacturing industries. More than this, we believe that the united action of the manufacturers, backed by the increasing tide of public opinion, will, before long, convince the Government of the necessity for reform.

THE "WEST INDIES" BANQUET

The last banquet of the season to be given in Toronto under the auspices of the Canadian Manufacturers' Association will be held at McConkey's (King street west) on the evening of May 15th next. Reports of the West Indies trip will be received from the president of the Association, Mr. Robt. Munro, and the assistant secretary, Mr. J. F. M. Stewart. These are awaited with much interest by the members.

An interesting feature of the evening will be a presentation from the Association to Mr. T. A. Russell, who has recently resigned the secretaryship.

A special programme of music, etc., will also be rendered. All the members of the association are invited. Tickets (\$1.50 each) will be sent out from the head office, and may be obtained by the Montreal members from the Montreal secretary.

THE MONTREAL BANQUET

The Montreal banquet will probably be held one week later than the Toronto affair, May 22nd. It will be at the Windsor Hotel, and tickets will be \$2.00. The Association hopes to receive Mr. John Charlton that night with quite a burst of enthusiasm. Mr. Weir, M.L.A., will give an interesting talk on "New Quebec," telling of the undeveloped resources of the province.

EXECUTIVE COUNCIL

Resolution Re Shipbuilding—Halifax, Aug. 13th and 14th.—Home from the West Indies.

THE Executive Council of the Association held its regular monthly meeting in the council chamber, Board of Trade Building, on Thursday, April 17th, at 2 p.m.

The following members were present :— Messrs. Cyrus A. Birge, Geo. Booth, P. W. Ellis, W. K. McNaught, R. Y. Ellis, R. B. Andrews, Geo. H. Hees, W. K. George, Jno. Bertram, C. R. H. Warnock, T. A. Russell, A. W. Thomas, C. N. Candee, Jas. P. Murray, J. O. Thorn, R. J. Christie and E. H. Cooper.

In the absence of the President, the first vice-president, Mr. C. A. Birge, occupied the chair.

Communications were received as follows :

1. From a number of members unable to be present at the meeting.

2. From the Nelson Board of Trade, enclosing memorials sent to the Ottawa Government asking for some necessary changes in the tariff, and soliciting the co-operation of the Association. Moved by Mr. McNaught, seconded by Mr. J. P. Murray, that the communication be referred to the Tariff Committee. Carried.

3. From the Montreal Branch Executive with a resolution regarding the importance of a preferential tariff within the empire. This was left over to be considered at a later stage of the meeting.

4. From Mr. F. W. Thompson, Manitoba Vice-President, resigning his position, owing to his removal to Montreal. Moved by Mr. J. P. Murray, seconded by Mr. W. K. McNaught, that Mr. Thompson's resignation be accepted and that the Manitoba Branch be asked to nominate a successor. Carried.

The following reports from officers and committees were then received :—

TREASURER

The Treasurer's report was presented by Mr. George Booth, and upon his motion, seconded by Mr. Thorn, the report was adopted.

FINANCE

The report of the Finance Committee was presented by Mr. P. W. Ellis, and provided for the various running expenses of the Association during the month. Its adoption was moved by Mr. Ellis, seconded by Mr. Candee.

RAILWAY AND TRANSPORTATION

In the absence of the chairman, the report of the Railway and Transportation Committee was presented by the Secretary. The report dealt with various grievances which had come before the committee during the month, among these being (a) the minimum car-load weights for woodenware, (b) freight rates on hardwood shipped from the southern States, and (c) freight rates on common saddlery hardware.

The committee reported also that the Canadian Pacific Railway and the Grand Trunk Railway were giving close attention to a more satisfactory method of settling claims.

The following resolution was recommended to the Executive Council :

"Resolved, that in the opinion of the Railway and Transportation Committee the establishment of the shipbuilding industry in Canada would be of great benefit to the Dominion, and that the Government of Canada should be asked to encourage the inception of such an industry by a reasonable subsidy."

Further resolved, That the question be recommended as one which should be taken up at the next annual meeting."

The report added that the resolution from the Halifax Board of Trade concerning a fast Atlantic steamship service for Canada had met with the hearty approval of the committee, and was recommended as a suggestion for the coming Conference.

The adoption of the report was moved by Mr. George, seconded by Mr. Warnock. Carried.

RECEPTION AND MEMBERSHIP

This report was presented by the chairman, Mr. J. P. Murray, and was adopted upon his motion, seconded by Mr. Hees. It dealt with the following matters :

1. Postponement of the monthly dinner in Brantford until the coming Fall.

2. Arrangements for the annual meeting in Halifax.

3. The committee brought in the following recommendations :

(a) That the State Premiers from Australia be invited to attend the All-Canada Exhibition when it is held in Canada.

(b) That the annual meeting of the Association take place in Halifax, on Wednesday and Thursday, 13th and 14th of August.

The committee also recommended two suggestions for the Colonial Premiers' Conference, and the reception of ten applications for membership, the names of whose firms appear in another column.

Mr. Thorn supported the suggestion made to the committee in reference to the membership of journals and it was moved by Mr. McNaught, seconded by Mr. P. W. Ellis, that this question be re-considered by the committee at its next meeting. Carried.

PARLIAMENTARY

The report of the Parliamentary Committee of the Association, in the absence of the Chairman, was presented by the Secretary.

It mentioned a vacancy on the committee caused by the resignation of the chairman, Mr. J. M. Taylor, and reported concerning certain subjects which had been under dis-

cussion. The principal topic was the question of copyright and the committee reported having had two meetings without being able to arrive at any decision as to whether they should support a change in the present law or not.

They asked for an expression from the Executive as to whether the discussion of the question should be re-opened in the Association. The report was adopted on motion of Mr. R. Y. Ellis, seconded by Mr. George.

It was decided that the Fisher Copyright law of 1900, having been in force so short a time, and also in view of the many conflicting opinions on the subject, that the question of copyright should not be re-opened for consideration by the Association at the present time.

The resignation of Mr. Taylor was accepted with regret, and it was moved by Mr. P. W. Ellis, seconded by Mr. Thorn, that Mr. T. A. Russell be appointed chairman of the Parliamentary Committee in his place. Carried.

EXHIBITION COMMITTEE

Mr. McNaught presented the report of the Exhibition Committee. He stated that several important recommendations had been made concerning exhibits in the manufacturers' building, and recommended for appointment two of the London members as representatives of the Association on the Western Fair Board of London.

The adoption of the report was moved by Mr. McNaught, seconded by Mr. Booth. Carried.

MONTREAL BRANCH

The secretary presented an interesting report from the Montreal branch. It showed the membership to have reached the two hundred mark, and outlined arrangements for the Montreal dinner to be held in the month of May. It referred to suggestions for the Colonial Premiers' Conference, and asked that special emphasis be laid upon the request for a preferential tariff.

It reported also the minutes of a special meeting which was held to deal with the preference question, and asked that the Association should press strongly for favorable treatment for the colonies.

The report was adopted on motion of Mr. Ellis, seconded by Mr. Thorn.

Mr. E. H. Cooper, Montreal Secretary, who was present at the meeting, was introduced by Mr. P. W. Ellis, and addressed the meeting briefly.

THE BRITISH COLUMBIA BRANCH

The British Columbia Branch reported an interesting meeting held on the 10th inst., and recommended suggestions for the Colonial Premiers' Conference. The Secre-

tary also reported one application for membership.

The adoption of the report was moved by Mr. Murray, seconded by Mr. Candee.

The following special committees then reported :

TRADE REPRESENTATIVE

Mr. Hees reported for the special committee appointed to meet the representatives from the Board of Trade to deal with the question of establishing a Canadian Trade Building in London. The matter had been referred to a sub-committee, who expected to report in a few days. The report was adopted on motion of Mr. Hees, seconded by Mr. Murray.

SUGGESTIONS FOR THE CONFERENCE

Mr. W. K. George presented a report of the special committee appointed to draft recommendations to be made to Sir Wilfrid Laurier for the Colonial Premiers' Conference in London, England. The report embodied eleven important suggestions, and upon motion of Mr. Thorn, seconded by Mr. McNaught, it was received and the Secretary was directed to forward copies of it to the various branches of the Association that it might be considered by them before its final adoption.

OTTAWA MATTERS

Mr. T. A. Russell reported regarding the legislation which he had been deputed to look after at Ottawa, viz., the incorporation of the Association, Mr. Puttee's labor bill, and a grant for an All-Canadian Exhibition. The report was adopted on motion of Mr. McNaught, seconded by Mr. Warnock.

SECRETARY'S REPORT

The Secretary reported regarding the general work of the Association with special reference to the campaign which was being begun for new members. He asked for the assistance of the members of the Executive individually in increasing the membership and making the work of the Association a success.

OTHER BUSINESS—THE YUKON

Mr. Thorn made a verbal report concerning facts which he had ascertained regarding the Yukon trade. It was moved by Mr. McNaught, seconded by Mr. J. P. Murray, that this report, after having been prepared by Mr. Thorn, be published, if possible, in the next issue of *INDUSTRIAL CANADA*. Carried.

ALL-CANADIAN EXHIBITION

Mr. McNaught presented a letter received from Ottawa stating that the Government had considered the question of a grant for an all-Canadian exhibition, but were not at present ready to make any contribution. He suggested that the matter should be left over and brought up at the annual meeting, and that in the meantime the Secretary should write to Ottawa expressing regret at the action taken by the Council, and noti-

fying them that the matter would come up again.

These suggestions were adopted.

ST. LOUIS EXHIBITION

The question of a Canadian exhibit in St. Louis and the appointment of a trade commissioner there was brought up for consideration, and was referred to the special foreign Exhibition Committee, who were asked to report for the next meeting.

CANADIAN REPRESENTATIVES

An important question was brought to the attention of the Executive in the indifference of the Government to the manufacturing interests of Canada in appointing trade commissioners to represent them in foreign countries. It was stated that some Trade commissioners appointed were almost en-

tirely ignorant of the manufactures of the Dominion, and as Trade representatives were quite unfit for their appointment. The suggestion having been placed in the form of a resolution was referred to the Commercial Intelligence Committee, on motion of Mr. Murray, seconded by Mr. J. O. Thorn.

HOME AGAIN

During the meeting a message was received from Mr. Robert Munro, stating that he and Mr. Stewart, the assistant secretary, had just arrived in Montreal. The message was read by the Chairman and was received with hearty applause by the Executive. The Secretary was instructed to wire a reply at once.

The meeting then adjourned.

REPORT OF THE MONTREAL BRANCH

The Membership has passed the 200 Mark

THE membership of the Montreal branch of the Canadian Manufacturers' Association reached the two hundred mark at the last meeting of the Executive, when seven applications for membership were passed.

SUGGESTIONS FOR COLONIAL CONFERENCE

The principal topic of discussion at the Executive meeting this month was Mr. Murray's suggestion that the Canadian Manufacturers' Association should give the Canadian Premier some advice as to what he should try to accomplish at the Coronation conference of Colonial premiers. The Montreal branch unanimously approved of the idea, and while leaving the drawing up of the resolutions with the Executive Council, urged that we strongly emphasize our desire for a reciprocal preferential tariff between the colonies.

A DINNER ON MAY 22

It was decided to hold another dinner in Montreal in the near future. May 15 was the date tentatively chosen for the affair, but it has since been changed to May 22nd. It was decided to ask Mr. John Charlton to be the Association's guest on that evening, and also Mr. Weir, M.L.A., who has been requested to give a short address on "New Quebec." Both gentlemen have accepted. The dinner will be held at the Windsor hotel.

PREFERENCE IN THE BRITISH MARKET

A special meeting of the Executive was called on Tuesday afternoon, April 15, relative to the British budget, and the desire of Canadians for a preference in the British market, now that Great Britain had returned to protection. A very hopeful view was taken, and, as will be seen by the resolution that was passed, it was thought that the Canadian Manufacturers' Association should lose no time in pressing for favorable treatment for the colonies. The following is the text of the resolution adopted :

"Resolved, that the Executive council of the Canadian Manufacturers' Association be notified by this Board of their great disappointment at the action of the British Government in not giving a preference to the colonies in the new duties imposed on breadstuffs. We trust that the matter will be taken up by the whole body of the Canadian Manufacturers' Association, and that proper representations will be made to the Government at Ottawa on the matter."

In consideration of the answer received from the Toronto branch in reply to our request for information on the defeat of the nominees of the Canadian Manufacturers' Association to the Board of Directorate of the Toronto Industrial Exhibition, it was decided to leave the care of such matters with the Toronto manufacturers.

NEW MEMBERS

The following new members were admitted at the April meeting of the Executive Council :

Wm. Clark, Montreal, canned meats.

W. R. Cuthbert & Co., Montreal, manufacturers of brass castings.

Delhi Fruit & Vegetable Canning Co., Delhi, Ont., canned fruits, meats, vegetables, jams, jellies and soups.

G. F. Benson, Montreal, (second member from the Edwardsburg Starch Co.)

Harrison River Mills, Timber & Trading Co., Harrison River, B.C., fir and cedar lumber.

Imperial Cigarette & Tobacco Co., St. John, N.B., manufacturers of tobaccos and cigarettes.

Kingsbury Footwear Co., Montreal, manufacturers of shoes.

Laniel & Co., Montreal, manufacturers of boots and shoes.

Eugene Tarte, Montreal, publisher of *La Patrie*.

Geo. A. Slater, Montreal, manufacturers of men's and women's Goodyear welted shoes.

The Functions of "Industrial Canada"

Since Its Birth It has taken on New Duties

THE first number of INDUSTRIAL CANADA was published June 30, 1900. This May issue is the twenty-third announcement the Canadian Manufacturers' Association has made to its members through their own medium. In its short history the paper has shown many changes, but they have all denoted progress, and today INDUSTRIAL CANADA is on a solid and firm foundation that augurs well for its future.

SERVED THE ASSOCIATION WELL

Its founders builded better than they knew. When it was started the Association was beginning that phenomenal growth of membership reported at the Montreal Convention, and rapidly taking up different lines of work that have spread its influence into many different channels. The first number contained an announcement to the effect that it was intended as a "regular bulletin to the members who are now distributed throughout Canada, from British Columbia to Cape Breton," to keep them in touch with one another, even though widely separated by distance, and posted on the work of committees and officials with whom they seldom came in contact. It was intended to infuse life and "body" into the organization, and it has fulfilled its purpose well.

DISTRIBUTED INFORMATION

But in addition to Association affairs it has scattered among the members much useful trade information that has come into the head office. It has presented hundreds of trade enquiries to Canadian manufacturers. It has furnished a direct medium for our foreign agents to give hints to that section of the Canadian community who are most vitally interested in what is being done for Canadian trade in foreign lands. It has enabled the Association to present to members at outlying points reports of addresses made to the members in Toronto, Montreal, Hamilton or other centres where meetings have been held. And finally, it has represented the views of the Canadian manufacturers on public questions that affect their interests.

THE GROWTH OF THE PAPER

As its function increased it grew in size and importance. At first it was an eight-page issue, wanting a cover and containing no advertisements. Gradually as its publishers became more ambitious it increased in size and accepted cards to form a Members' Directory. Then came a cover and display announcements. Now it is four times its original size and excels the ordinary trade journal in appearance and make-up.

OUR INTENTIONS

Having grown in strength, the committee in charge believe that it should use that strength to the utmost in furthering the interests of the Canadian manufacturers. With this object in view, it has been decided to publish a series of articles on different branches of Canadian industry, with the intention (1) of enlightening the public on the importance and value of Canadian manufacturing, and (2) to impress upon foreigners the fact that we are a manufacturing nation, capable of doing a large export trade. We will try to make these articles worthy of the trade and the Association.

AN ADVERTISING MEDIUM

Another function INDUSTRIAL CANADA has undertaken to perform is to furnish firms doing business with manufacturers with a medium through which they can do their advertising. It is a paper that goes to all the Association members as well as outside subscribers, and thus has a guaranteed subscription list. In addition it has a large foreign circulation. It was at the earnest solicitation of some of our members to use the paper in this way that the privilege was finally granted.

It has never been intended that the paper shall be an investment for the Association. As its receipts grow, so will its expenditure, always doing what it can for the advancement and protection of Canadian industry. Advertisements will furnish valuable hints to our readers, and, in addition, give the paper nutriment to grow and increase its usefulness.

READ IT WITH INTEREST

We would ask that the members peruse its pages carefully; it is their own paper. The secretary will always be pleased to receive suggestions.

AN INTERNATIONAL TRADE CONGRESS

An international Congress of Trade and Commerce will be held at Ostend, Belgium, from the 26th till the 30th of August next. The Congress has been organized under the auspices of the Permanent Commission of the International Congress of Trade and Commerce, and is being patronized by the Belgian Government.

Several Belgian Ministers of the Crown, also many prominent economists and business men have been appointed members of the organizing committee. Representatives to this important reunion will be sent by the different Governments and by private communities as well.

The questions to be debated have been sub-divided as follows:

Section 1.—1. Maintenance and development of commercial treaties.

2. Advantages resulting from the system of international commercial agreements.

3. Which are the disadvantages or advantages of maximum and minimum tariffs?

4. Is it expedient to maintain the clause of the treatment of the most favored nation?

5. Is it possible to introduce into the commercial treaties any stipulation respecting questions of an economical and judicial character independent of those respecting custom's tariffs? Which would be these questions?

Section 2.—1. Compared examination of the legislations affecting business, viz., legislation regarding sales and liens.

2. Statement of the laws and conventions which have organized the industrial and commercial property viewed from an industrial standpoint. Improvements to be made and by what means.

Section 3.—Should the State take any action in order to guarantee retiring pensions?

FROM AUSTRALIA

The Association has been honored during the past month with visits from three prominent citizens of Sydney, New South Wales.

Sir James Graham, ex-mayor of Sydney, who has been one of the most prominent figures in the organization of the new commonwealth, and is one of the leading men in the medical profession there, visited Toronto on his way to Great Britain, and exchanged very friendly greetings with the Association. He reported the strong and universal desire in Australia for closer relations with the Dominion, and assured Canadians that whether a preference were given within the empire or not, the Australians would respond to any efforts made by the manufacturers of Canada to place their goods on the Australian market.

Mr. Alex. L. Lion, of the important firm of Lion & Mosely, Sydney, manufacturers' agents, has spent two weeks among our members, and has succeeded in closing arrangements to handle various lines from several Canadian firms.

Mr. Henry Campbell, who is a manufacturers' agent, and also carries considerable stock, paid a flying visit to Canada, with profitable results.

It is worthy of note that all of these gentlemen are deeply impressed with the resources and possibilities of our Dominion, and speak enthusiastically of the great development in trade between the two countries which the next few years will bring.

The National Box Co., Toronto, has been incorporated, with \$20,000 capital, to manufacture boxes, box shooks, &c. The provisional directors include J. H. Lavellee, Orillia; W. R. Williams and Helton Williams, Toronto.

STRIKE OF THE CIGAR MAKERS' UNION

THE Montreal cigar makers' strike is now more than a year old. It was on April 19, 1901, that 75 per cent. of the cigar makers in Montreal left work, and while business has almost completely recovered from the shock and manufacturing now goes on virtually unimpeded, yet no settlement has been reached, and it is said that two or three hundred men are still in idleness.

The strike has presented many instructive features that should be observed by employer and employee. For one or two years the cigar makers had been preparing to assert their demands, and to reap what they considered the reward for their success in unionizing the factories. Already they had compelled the manufacturers to yield some concessions, but only the thin end of the wedge had been inserted. Now they were coming along with a big sledge hammer to drive it home by raising wages above a competitive level.

THE EFFECT OF THE UNION'S SWAY.

The Montreal cigar manufacturers had already seen in Toronto and Hamilton the disastrous effects of allowing the unions to have control. London, with 50,000 of a population, produces five times as many cigars as Hamilton with the same population, and Toronto, with five times London's population, produces only one quarter as many cigars as London. Montreal produces eight times as many cigars as Toronto. The reason for this has been that in Toronto and Hamilton the union's dictates have been obeyed, and in London and Montreal they have not. Had the unions been able to have their way in Montreal, there is no doubt that a percentage of the trade would have been driven out of the city. This is the worst feature of trade union attempts to raise wages. The laborer does not understand the necessity of meeting competition, and acts rashly on the supposition, whether it be his own or that of an agitator, that it is the employers' ambition to reduce the employee's remuneration to a starvation point. A man could not be seized of a more ridiculous idea.

THE SITUATION TO-DAY

The manufacturers emerge from the strike, having carried their point. They have not only withstood the advance in wages, but have rid themselves of several hampering regulations that had already been granted the unions. Apprentices can now be taken on when desired; formerly a large factory could indenture only five or six apprentices, which entailed a perpetual scarcity of skilled labor and prevented the expansion of manufacture as called for by the increasing demand. The manufacturers were not in a position to educate their own labor, but must needs replenish their supply by importations of workmen mostly from New York. During the past year several have entirely

changed their system of production by the installation of machinery to be worked by girls. This has lowered the cost of production and worked a benefit so quickly that last December the production of cigars in Montreal exceeded the output of the previous year by 82,420.

WHAT THE STRIKE HAS COST

Apart from the damage that "loafing" has done to the characters and faculties of the strikers, the loss the strike has entailed has reached large figures. The strikers each draw \$4 per week strike money and it is estimated that \$140,000 has been paid out of the union funds. The manufacturers have also been put to great expense. The June (1901) output was 948,910 cigars less than in the same month of the previous year. Loss of business, expense in securing new labor, and other considerations cost one manufacturer, according to his own statement, \$35,000. There were eleven factories affected, so that the cost of the strike must by this time have approached close to \$300,000. The manufacturers will recover this expense by the opportunity they have secured to expand; the workmen have made a dead loss.

MANUFACTURERS SHOW THEIR STRENGTH

On the whole the strike has not been productive of great glory or honor to the strikers. The chiefest lesson it has taught is that the manufacturers, by taking united action, and by clinging firmly to their determination, can successfully resist the unreasonable assaults of the strongest international unions.

At Kingston, Jamaica, President Munro and Secretary Stewart were asked by the cigar manufacturers to lend the influence of the Association to the movement to have the Canadian duty on cigars reduced. It is said that the Jamaica manufacturers will make representations to the authorities at Ottawa.

HINTS FOR EXPORTERS.

The export trade, like manufacturing, or agriculture, or any other branch of industry, must be studied; and, like these, its progress and perfection consists in the overcoming of obstacles and the mastery of the details. Many Canadian firms have already proved their superiority in foreign markets, and many others are just beginning to export. For the benefit of these we venture to offer a few practical suggestions which we have gathered from recent Consular and Foreign Agency reports:

SEND YOUR BEST

First of all, send the best goods you can make. They must compete with the best. Don't ship articles of inferior quality. Every consignment of carelessly prepared or unsuitable goods affects the whole of the Canadian export trade, and prejudices the market against the Canadian manufacturer.

SHIP PROMPTLY

Prompt shipments bring repeat orders. Delayed shipments will soon close you out. One of our Canadian agents in the West Indies informs us that he has forwarded orders to Canada in the past year that, in several instances, were held three or four weeks before shipment was made, so that the importer had to wait just about three times as long as if he had bought the goods in New York. Naturally these experiments will not be repeated.

SHIP ACCORDING TO ORDER

Perhaps this is the most important requisite. You must aim to please your customer, and must give the foreign market exactly what it demands—nothing else. Study not only the needs, but the whims of foreign consumers. Never substitute. A London firm, acting as agents for eight different manufacturing firms in the United States, has put this idea into successful operation. In each contract there is a clause binding the manufacturer to make and pack and ship any article, in exactly the way the London agent specifies. He is given to understand that this is the most important clause in the contract, and that his personal views on the needs of the foreign market are not wanted. An English merchant, who called at the Association office this week, tells us that Canadian furniture manufacturers are securing a large portion of the trade in the United Kingdom, and can secure still more, because they manufacture what the people there demand. And if it be true of furniture, the same careful attention will bring success to many other lines for export.

In every case, let it be remembered that the foreign market differs from the home trade; that the whole world are our rivals, and that we must be just as sharp, and prompt, and careful as our competitors.

Working along these very lines, many Canadian houses have been increasing their volume of business every month, and the same success awaits many others who are willing to comply with the demands.

ARE THEY FRIGHTENED?

There can be no doubt that Canadians are "waking up" to some extent. This is evidenced by the fact that the manufacturers of the United States are asking their Government for reciprocal trade relations with Canada. Not that they are impelled by a guilty conscience for having so long taken advantage of our low tariff, but that they prize the Canadian market, and are alarmed lest they should suddenly find themselves shut out. A large Reciprocity Convention, held in Washington last November, proclaimed itself unanimously in favor of some special arrangement with Canada, and the following extract from a recent issue of a prominent United States trade journal tells

of the active steps which are being taken to secure it :

Representatives of the Boston Chamber of Commerce have recently visited Chicago and made a systematic canvass of the business section to secure names to a petition praying Congress to fix a reciprocal trade agreement with Canada. Elmore A. Pierce, of Boston, represents the organization, leading in the movement.

Part of a day's work made by a single agent one afternoon as a test, resulted in the signatures to the petition of such firms as Franklin McVeagh & Co., Reid, Murdoch & Co., W. M. Hoyt & Co., Hibbard, Spencer, Bartlett & Co., Alexander H. Revell, Pitkin & Brooks, the Tobey Furniture Company and W. F. McLaughlin & Co.

The movement is not confined to any one section of the country, but the petition which it is proposed to send to Congress will have names from every trade centre. The promoters of the idea believe that the petition will represent a greater amount of capital and industry than any that has ever before been sent to Congress for any purpose.

Petitions circulated in Cleveland, St. Paul and Minneapolis have been extensively signed. It is also proposed to send resolutions from influential organizations of business men. Ninety-one different sets of resolutions have already been prepared, and among them are those passed by the Board of Trade, the National Business League, the Commercial Club and the Furniture Manufacturers' Association, of Chicago.

In discussing the movement for better trade relations with the northern neighbor of this country Mr. Pierce said :

"The Canadians wish to buy of us and use our goods, but they think they should be fairly treated in return. As it now stands the average rate of duty charged by Canada on our dutiable products is scarcely more than half the rate we charge on the dutiable goods coming from Canada into the United States.

"The Canadians are beginning to find in England the market for their goods which we deny them. If this tendency becomes more marked we shall have to fear that a commercial federation between Canada and Great Britain will be formed, which will permanently put our manufacturers out of the competition with English wares. Another danger is that there will develop in Canada a national policy of high tariff, which would prove equally injurious to us."

Would it not be a pity to disappoint our United States cousins? The time has come to act. Let us show them that Canada appreciates the situation fully as well as they do—that we are, at last, coming to adopt the same policy of defence which for so long has been building *them* up, and keeping *us* far in the rear.

AN OPPORTUNITY TO EXPORT

Two enterprising Canadian firms, one manufacturing jewelry novelties and the other woodenware and brushes, are about to unite in sending an agent to Australia, and wish to be joined by two more reliable houses. The agent in view is thoroughly reliable and capable, and the results he will secure will, no doubt, justify the enterprise.

The opportunity should not be lost by other Canadian houses. Further information may be obtained from the secretary.

SHIPPING VIA NEW YORK

Since concluding arrangements with the Canadian Manufacturers' Association whereby they are to represent our members in the United States in the capacity of freight contractors and forwarders, Alfred H. Post & Co. have had a large correspondence with individual Canadian manufacturers, which they believe will undoubtedly lead to mutual benefits.

Canadian exporters should post themselves on the many foreign points reached, without transshipment, from New York, Philadelphia, Boston and Baltimore. For the ports of London, Liverpool and Glasgow there are practically weekly sailings from New York, Philadelphia, Baltimore and Boston. For the Manchester port, New York and Philadelphia are the important points. For Hamburg, New York is the strong point, with weekly schedule sailings; Philadelphia and Baltimore also furnish frequent sailings for this point. Rotterdam and Amsterdam have weekly and semi-monthly sailings from New York, Philadelphia, Boston and Baltimore. There are, however, points like Australia and New Zealand, and ports in South Africa, for which there are sailings only from the port of New York, and it is therefore compulsory that any shipments emanating from Canada, routed by the States, be sent via New York.

Messrs. Post & Co. issue a monthly sailing list, and if any Canadian exporters desire to be put on the mailing list, they have only to express their wish to have it complied with. Consignments in their care will be carefully attended to and forwarded with despatch.

It is the intention neither of Post & Co. nor the Canadian Manufacturers' Association to favor shipments by United States rather than Canadian ports. There are times during the season of open navigation when shippers from Canada can secure better rates from Montreal than they can via United States ports. Yet it is obligatory in many cases, and for divers reasons, that shipments be made by United States lines. Arrangements have been made with Post & Co. to officiate in such cases, and their offices and services are at the disposal of the Canadian manufacturers to secure any information, or to have foreign shipments cared for. It has always been their aim as foreign freight contractors to bring the manufacturer and buyer into closer relationship, and if furnishing any information will bring them into closer touch with their consignees, they will only be too pleased to do so. Their charge will be \$1 for shipments of car load lots or less passing through their office. Over a car load lot it will be slightly graduated according to the quantity or the value of the merchandise, but certainly will not be excessive.

On May 1st Post & Co. are moving into new offices in the Maritime building, one of

New York's new structures, and will have increased facilities for handling foreign business.

WHAT A PREFERENCE MEANS

Mr. D. R. Caldwell, president of the Auckland, New Zealand, Chamber of Commerce, and of the firm of Macky, Logan, Steen & Co., a large importing wholesale house in Auckland, has been in Canada this past month and has succeeded in making arrangements for the purchase of some Canadian manufactures. In response to an enquiry from the Association as to the fruits of his mission, Mr. Caldwell writes as follows :

"In regard to your query as to my operations and their success, I may say I have seen a great many different manufacturers, and have made arrangements with several which I trust may lead to considerable business. I am more optimistic regarding your boot and shoe trade, especially from a Quebec point of view, and if we can only establish preferential tariff between the colonies, I feel certain you will secure a large proportion of the Australian trade. I may say I have been treated royally by all Canadians with whom I have come in contact, and Canada and Canadians will ever have a green spot in my memory. Thanking you for all kindnesses."

FOR CANADIAN FLOUR MILLERS.

The assistant secretary of the Association, Mr. Stewart, just returned from the West Indies, has brought with him samples of the five brands of flour which are best known in Jamaica, and also used extensively in the other islands. The brands are as follows : "Knickerbocker," "Honest John" and "Harvest Queen," put up by the City Mills, New York ; and Copland's brands "Cascade A" and "Rip Van Winkle."

The West Indies' report, when submitted, will deal with the question of flour. It is sufficient at present to state that Mr. Munro, our President, and Mr. Stewart, both believe that Canada's mills are in a position to capture a much larger portion of this trade than they now have. The brands named range in price from \$3.25 to \$3.90 per bbl., f.o.b. port, and our members are invited to make use of the samples which are now on exhibition in the Head office, Toronto.

The Rolland Paper Company have adopted new means to popularize Canadian note paper with the writing public. They have put their highest class note paper and envelopes into tasty boxes, to sell at prices that will appeal to people desiring to use a fine grade of paper. The labels bear the mark "Made in Canada." Manufacturers should read the advertisement in this issue and do what they can to forward this Canadian movement. It is a tendency they can afford to encourage in their private purchases.

OUR EXPORTS TO GERMANY

Large enough merely to indicate that they could be larger Trade but slightly affected by the "Maximum Tariff"

THE statement is becoming somewhat trite that Canada has not been taking advantage of her opportunities to do an export trade. Yet it is to be hoped that a continued exposure of the trade openings that come into view will appeal with increasing force to our manufacturers, and teach them to mark their foreign dealings with more energy, enthusiasm and confidence. Those who have been studying Canadian trade with Germany and its possibilities, say that it has suffered from woeful neglect.

GERMAN TARIFF NOT PREJUDICIAL

This neglect has been due, in the first case, to a prejudice caused by a mistaken idea in regard to Germany's tariff. There is a general opinion among Canadians that the application of the maximum customs tariff in Germany on Canadian produce and manufactures was inspired by a general hostile agitation on the part of German merchants, and that the German importer will never favor imports from this country. As a matter of fact the German maximum tariff is of narrow significance to Canadian manufacturers, for it affects only three or four lines of manufactured goods, and most of these very slightly.

The German tariff comprises 43 schedules as follows:

1. Waste.
2. Cotton, raw and manufactures of.
3. Lead, galena and in connection with zinc and tin and manufactures of.
4. Brushes and sieves.
5. Drugs, chemicals and paints.
6. Iron and manufactures of.
7. Minerals, ores, precious metals, asbestos and manufactures of.
8. Flax and other vegetable matter for spinning, except cotton.
9. Grain and other agricultural products.
10. Glass and glassware.
11. Hairs, human and horse, and manufactures of; feathers, bristles.
12. Hides and skins.
13. Wood and other vegetable and animal carving material and manufactures.
14. Hops.
15. Machines and machinery, carriages, etc., instruments, including musical instruments.
16. Calendars.
17. Gummi and gutta percha and manufactures of.
18. Ready-made clothing, wearing apparel and millinery goods.
19. Copper and other not precious metals and matte N.E.S. and manufactures.
20. Hardware, etc.
21. Leather and manufactures of.
22. Linen yarn, linen cloth and other linen ware of flax and other vegetable spinning material except cotton.

23. Candles.
24. Works of art and literature.
25. Provisions, groceries, spices, confectionery and other articles of food.
26. Oils, N.E.S., lard, etc.
27. Paper and cardboard.
28. Furs, dressed.
29. Petroleum.
30. Silks and manufactures of.
31. Soap and perfumery.
32. Playing cards.
33. Stone and manufactures of.
34. Coal, coke, peat, etc.
35. Straw and bast, manufactures of.
36. Tar, pitch, rosin of all kinds, asphalt.
37. Animals and produce of, N.E.S.
38. Earthenware.
39. Animals, living.
40. Oil cloth, oiled silk, etc.
41. Wool, and manufactures of.
42. Zinc, also contained in matte, and manufactures of.
43. Tin, also contained in matte and manufactures of.

MANUFACTURERS SLIGHTLY AFFECTED

So far as Canadian produce and manufactures are concerned there is only one schedule where the maximum duties work serious harm, namely No. 9, embracing grain and other agricultural products, while only a few articles in schedules Nos. 13, 21, 25 and 39 are slightly affected by higher maximum duties than those of the treaty tariff.

The comparative statement of the respective items in these schedules where there appears a difference between the maximum tariff and the treaty tariff, shows as follows:

	Maximum Tariff.	Treaty Tariff.
9 Grain and other agricultural products—		
(a) Wheat.....M	5.00	M 3 50
(b) 1. Rye.....	5 00	3.50
2. Oats.....	4 00	2.80
4. Peas and beans ..	2 00	1.50
(c) Barley.....	2.25	2.00
(d) Indian corn.....	2 00	1.60
(f) Malt of barley	4 00	3 60
(h) Grapes	15 00	....
For table use.....	....	4.00
Other grapes .....	....	10 00
Mashed in kegs....	....	4.00
(i) Chicory and beets, kiln dry	1.00	0.80
13. Wood and other vegetable and animal carving material and mfrs. of—		
Bark and tanning bark ..	0.50	free.
Square timber, staves (except oak staves, rims and spokes.....	0 40	0.30
Per Festmeter	2 40	1.80
Lumber.....	1.00	0.80
Per Festmeter....	6.00	4.80
Veneers, parquet flooring not stained or joined ..	6.00	5.00
Spools, colored	10 00	5.00
Bent wood	30.00	10.00
21. Leather and mfrs. of—		
Sole leather, Bruxelles and Danish glove leather ..	36.00	30.00

	Maximum Tariff.	Treaty Tariff.
Fine leather goods, fine shoes	50.00	45.00
25. Provisions, groceries, spices, confectionery and other articles of food—		
Butter	20.00	16.00
Pork, fresh and prepared except bacon	20.00	17 00
Poultry	30.00	12 00
Game.....	30 00	20.00
Cheese, if in grindstone-like forms, and if weighing at least 50 kilos per piece	20.00	15 00
Flour and meals	10.50	7.30
39. Animals, living—		
Horses, under 2 yrs., each	20.00	10.00
Cattle	30.00	25.50
“ under 2½ “ “	6.00	5.00
Pigs	6.00	5.00

It is unquestionably true that without proper adjustment of the duties, the imports of most kinds of Canadian grain into Germany cannot assume large proportions. How far the maximum duties on the items in schedule No. 13 work detrimental to Canadian interests is hard to ascertain, there never having been an export from Canada to Germany before or after the application of the maximum tariff in these special lines. The same may be said with regard to schedule No. 39, while in the exports from Canada to Germany of articles in schedule 21 affected by the differential duties, there has been an increase rather than a decrease. Of course, in schedule No. 25, butter would appear to be excluded from entering Germany from Canada, but not the ordinary cheese.

ON SAME FOOTING AS OTHER COUNTRIES

On the other hand there is nothing to hinder the entry on equal terms with all other countries of Canadian produce and manufactures falling under schedules Nos. 3, 5, 6, 7, 11, 12, 15, 19, 26, 27, 33, 42 and 43, all of which would interest the German importer, and those articles of the schedules Nos 9, 13, 21, 25 and 39, which are not affected by differential duties.

THE GERMAN MARKET NOT CLOSED

Is there in this condition of affairs a justification of the general feeling that people tell us has seized manufacturers, that the German market is closed against Canadian goods? Obviously not. The German market is one that absorbs a great deal of goods that Canada can supply, and her merchants should carry on as bold a campaign among the Germans as they do among any other people. The fact that one branch of the industry is affected should not debar the other branches from getting their due share of trade.

OUR ATTEMPTS TOO FEEBLE

Germany ranks eighth among 49 enumerated countries to whom we export, and is an important customer, even though we have not shown her a great deal of attention. She is our fifth best customer for breadstuffs; she takes more dried apples from us than any other country; in total fruit shipments Germany stands our third best customer; in agricultural implements she is first; in musical instruments fourth; in seeds, fourth; in wood pulp, third; in unmanufactured wood, third. An analysis of our export trade with Germany shows conclusively that we can export a great many lines with profit, but that these lines have not been pushed. *United States firms have sold almost identically the same classes of goods that we have, yet their exports to Germany amount to 1,053,829 thousand marks, ours to 9,501 thousand marks, less than a thousandth part. Our attempts are warranted, but they have been too feeble.*

THE VALUE OF GERMAN TRADE

Just now Canada is paying a great deal of attention to sister-colonial markets, a policy

NEW MANUFACTURERS' BUILDING

THE manufacturers of Canada are no doubt aware that the city of Toronto is expending nearly \$150,000 in the erection of new and thoroughly modern buildings for the Industrial Exhibition to be held this year from the 1st to the 13th September next. The principal building will cost \$106,000, and contain over 80,000 square feet, or two acres of floor space, all on one floor. This magnificent structure will be mainly constructed of brick and steel, thus rendering it practically fireproof. It has been located almost in the centre of the grounds, and will be reserved specially for the display of the finer classes of Canadian manufactured goods.

In addition to this new building for miscellaneous manufactures, the former main building is to be reconstructed and will be used for a carriage or transportation building. Accommodation will be provided for the display of stoves and heating apparatus in one of these manufacturing buildings.

usually prosperous, the demand for goods about the time and after this exposition will without doubt be much greater than usual.

MAKE ENTRIES EARLY

The applications already received from manufacturers for space indicate that it will be all taken up at an early date. The application for the amount of space required should be sent in to the manager at an early date in order that it may be entered in the books, so that when the time for allotment comes, proper provision can be made for the exhibit.

A GREAT CHANCE TO ADVERTISE

The average annual attendance at the Toronto Industrial Exhibition has heretofore been about 250,000, but it is expected that this figure will be greatly exceeded this year on account of the re-organization of the buildings and grounds, and the many special attractions which will be embraced in the programme.



NEW MANUFACTURERS' BUILDING TORONTO INDUSTRIAL EXHIBITION

which we hope will bear fruit; but she must be careful not to overlook rich markets that lie at her gates. The German market is one capable of great exploitation, for the United States sends over there goods of almost as much value as the total imports of the British colonies. In fact the United States exports six times as much to Germany as she does to the British colonies. The German statistics show that Canadian and American goods are essentially competitive on the German market, from which some people argue that if the German market were thoroughly exploited by a good live commercial agent, the result must of necessity show at least six times as much benefit to Canadian exporters as the combined efforts of the commercial agents in the British colonies. This is an argument for the appointment of a Canadian commercial agent in Germany, but will also be a bit of advice to our manufacturers to become Jasons in search of the golden fleece.

WHEN THEY WILL BE READY

The erection of this new manufacturers' building was found to be necessary on account of the constantly increasing demand for space for the exhibit of miscellaneous manufactures. The building has been commenced and the contracts call for its completion by the 1st of August, leaving one clear month for the preparation and arranging of the stands and exhibits. The art gallery and dairy building are also under contract to be finished on the same date.

In view of the efforts being put forth by the Canadian Manufacturers' Association, the Retail Merchants' Association and the press of the country, to urge upon the public the desirability of purchasing goods of domestic manufacture, it is important that the display of Canadian goods at this year's exhibition should not only be more representative and extensive, but of a superior character to any that has preceded it. As the present year promises to be more than

Mr. F. W. Unitt, general superintendent of the manufacturers' department, is just beginning his annual campaign among the manufacturers. Any who wish to see him should correspond with the manager, Mr. J. J. Hill.

The Canadian export trade in flour is booming just now. A few weeks ago it was announced that the Ogilvie Milling Company had received a large order for Manitoba flour for the troops in South Africa. Now it is given out that the Lake of the Woods Milling Company is also in receipt of large orders for foreign markets. Mr. W. A. Hastings, the vice-president of the latter company, stated that they were in possession of an order from Australia for 31,036 sacks of 200 lbs. each, as well as of one for 12,500 barrels for South Africa. These are believed to make the largest order ever given to any individual milling company in the Dominion, being equivalent to 43,536 barrels.

SHIPPING BY THE ALL-CANADIAN ROUTE

As the season of navigation on the St. Lawrence is now open we would remind our readers of the advantages offered by this unexcelled route for their shipments.

In Ontario and the west exporters are inclined to forget our Canadian ports of Montreal and Quebec, owing to the fact that they are forced to use the ports of New York, Boston, Baltimore and Philadelphia in the winter months. But from the opening of navigation no ports offer as great advantages as do our own, untrammelled with custom or other vexatious regulations.

ONLY ORE RAILROAD

The manufacturer and producer have, in the first place, but one railroad to deal with, from their doors to the seaport, giving the shortest railway journey and therefore the quickest, and while their goods are being carried to the trans-Atlantic liner, they are carried through a cooler climate than they would be to the south, which is so much desired by all the dairy, provision and other interests especially.

NO LIGHTERAGE

In the second place there are no lighterage or transfer companies to deal with at Montreal, as is the case at New York, and many other United States ports, causing innumerable delays, and in many instances damage to goods, but at our St. Lawrence ports the Canadian railways deliver their shipments direct to the liners, who take care of them in their sheds. This advantage will doubtless be still more appreciated when the improvements now going on at Montreal are completed.

Montreal, at the head of navigation, has connections with all the principal ports in Great Britain and Europe. To Liverpool there are three sailings weekly, to Glasgow two, and to London three. In addition, there are regular sailings to Avonmouth (Bristol), Cardiff, Newcastle, Leith, Dundee, Hamburg, Antwerp, Rotterdam and Dunkirk or Havre, and from Quebec there are regular sailings to London and Liverpool.

THE COOLEST SUMMER ROUTE

The ocean route is admittedly the finest in the world from this continent, giving passengers the advantage of a few quiet days on the steamer before reaching the Atlantic, and for perishable freight it seems as if nature had purposely constructed the route, as the vessels sailing down the St. Lawrence are continuously in cool water, which almost reaches freezing point when the Gulf is reached. On the Atlantic coast the steamers are in the warm waters of the Gulf stream from the time they sail, which tends to heat the holds of the vessels to the disadvantage of both passengers and freight.

In addition to what nature has done, the owners of the Montreal fleets, with the assistance of the Government, have at great

expense fitted their vessels with forced circulation of air, cool air chambers and refrigerators of most modern construction, so that nothing has been left undone that science can suggest to cater for the needs of the manufacturer and producer.

We would like to finally point out the great advantage in distance the shipper has from Montreal as compared with New York.

	Miles.
Montreal to Liverpool <i>via</i> Belle Isle....	2,773
New York to Liverpool.....	3,016
Montreal to Glasgow <i>via</i> Belle Isle	2,694
New York to Glasgow	2,926
Montreal to London <i>via</i> Belle Isle.....	2,930
New York to London.....	3,325

HIGHER PRICES FOR MARBLE.

A London export and import corporation that is in close touch with the largest quarry owners and exporters in the British Isles, and that is doing an extensive colonial trade, sends us the following news in regard to the marble market:

"Owing to the rise in the cost of marble and the ever threatening labor troubles on the continent prices have stiffened considerably and they are almost certain to go higher this spring. We know of lists in press and about to be issued which will show a marked advance on present prices. Several large orders have been booked for Australia and India."

Subscribers wishing to be placed in communication with our informant may have his address on application to the Secretary.

BRITISH COLUMBIAN NEWS

The salmon cannery of British Columbia, through their committee appointed for the purpose, have submitted to the Fisheries Commission, their views and recommendations relative to fishery regulations and the general conservation of the industry. Artificial propagation of salmon was declared necessary, and a Local Fishery Board recommended that would levy an assessment on all salmon packed or cured in British Columbia, the revenue so derived to be used exclusively for the conservation of the industry. They further expressed the opinion that trap-fishing is the most scientific method of catching salmon in certain waters, and that under proper regulations the use of the traps is not prejudicial to the conservation of the fish supply. Yet it was considered that regulations should be so framed that for a limited term of years cannery owners and fishermen, presently engaged in the business, should have privilege of priority in selecting locations on equitable terms.

The British Columbia Lumber and Shingle Manufacturers' Association have again urged upon the Government the necessity of protecting the lumber and shingle industry of the country. They claim that a United States' manufacturer in the State of Wash-

ington can erect a lumber mill at less cost than it can be built in British Columbia, can equip it with machinery at from 20 to 33½ per cent. less cost, all his mill supplies cost less, and he is able to ship lumber into Canada for about 20 per cent. less than it can be manufactured for in British Columbia. Moreover, the United States mill owners have access to both their own and the Canadian markets, while the Canadian products cannot cross the line.

PAINT

Civilization and paint go hand in hand. It has been well said that "an ounce of paint will prevent a pound of decay." A liberal use of paint is a foe to all insects and "live stock," and the model institutions of the country are liberal users of all painting material. Good paints are apostles of "sweetness and light," and in all new buildings refreshing colors are in vogue, and mediæval dinginess is banished.

This is why the "Elephant" brand of white lead and liquid paints is known wherever the British flag flies. It is understood and admitted by practical experts that the "Elephant" lead and "Elephant" ready mixed paints are of high excellence, not only in Canada, but in Great Britain and the colonies generally. Ask the Northern Commercial Company of San Francisco, the great trading company of the north and west, what lead and colors are specified in Dawson City, and they will tell you "Elephant." Ask the Richelieu & Ontario Navigation Company, and the leading steamship owners everywhere, what white lead they prefer and their response will be "Elephant." Ask any unbiased dealer who are the largest lead grinders in Canada and he will tell you the Canada Paint Company of Montreal.

The Deering Harvester Company, Chicago, is applying for a bonus of \$50,000 from the city of Hamilton. They intend to erect a factory in Canada, and it is stated they have an option on the land they require, a parcel of 38½ acres in extent, with a suitable water frontage and convenient to both railways. Plans have been prepared by the company's architect for three large buildings, on which work will be started with all possible expedition immediately after the by-law is passed. One of these buildings, it is said, will be 300 x 90 feet, and another 400 x 70 feet. It is the desire of the company to have the buildings ready for occupancy by August. At first 150 hands will be employed. Arrangements for power have been concluded with the Cataract Power Company.

Messrs. E. & S. Currie, neckwear manufacturers, are erecting a two-story brick addition to their warehouse at 62 and 64 Wellington Street, Toronto, to cost \$8,000.

IRON AND STEEL IN CANADA

"So little done, so much to do."

The key to our commercial ascendancy is iron—not golden. To foster the iron and steel industry is to lay the corner stone of a country's future greatness. If Canadians have any one reason more than another to be optimists, it is that our leading financiers, men possessed of the most remarkable business discernment and astuteness, have interested themselves in the development of our iron industry, and have established firms of many millions capital. It is a tribute to the shrewdness of the public in general, that it has recognized the national value of these establishments during the past eighteen months, and has liberally invested in these industrial stocks.

To emphasize the enormity and importance of our undertakings, to indicate that we are only at the beginning of our resources, and to urge that the development be encouraged and fostered, in all its branches, by every legitimate and feasible means, are our only excuses for this month's special treatise on the Canadian iron and steel industry.

AFTER a struggle of more than a century it can be said at last that the iron and steel industry of Canada has both an existence and a future. When the first furnace was established about 170 years ago, the industry secured a foothold in the country, but up to ten or twelve years ago the only future that was generally credited for Canadian iron concerns was bankruptcy. Of course there were successful ventures, as the history of the Nova Scotia Steel and Coal Company, Limited, will show, but general confidence in the industry was wanting. One morning our brightest minds saw other men usurping their birthright, they became interested, and, as a consequence, the iron and steel industry is to-day perhaps our most hope-inspiring commercial enterprise. Not because foreigners have come in and made things "go," but because the Canadian public has awakened to a realization of the importance and value of the industry, and the need of encouraging it.

For a long time our iron ore resources were regarded as treasures of no value because ore and coal were not in juxtaposition. But investigation has shown that in all the four districts in Canada that can boast of iron ore supplies, the assemblage of the raw materials for iron and steel furnaces can be made at a lower cost than at Pittsburg, the cheapest centre in the United States. That is a fact not fully realized yet.

The freight cost on the assembling raw materials entering into a ton of pig to be made at Pittsburg is \$3.25, including the charges on bringing the ore from the Lake Superior mines, the coal from the Connells-ville district, and the limestone from the Tyrone district. Any firm that can assemble their raw materials at a lower cost than \$3.25 can beat the United States manufacturers on the Canadian market, and if production is cheap enough, as it has proven to be in more than one centre, Canada will be able to take a foremost place in the export trade. Both the domestic and foreign demands for iron and steel are growing faster than the supplies.

WHERE DO WE STAND ?

If one takes a map and draws a line from British Columbia on the West to St. John's, Newfoundland, on the East, the line will run through four well developed beds of ore of large quantity and of excellent quality, all capable of being mined as cheaply as dirt. They are related to the coal as follows :

1. In British Columbia coal beds in the United States district not far from Seattle, and those of the Crow's Nest on the Canadian side are contiguous. It is said that an assemblage of material is here possible inside the standard we have taken. But the commencement has not been made yet.

2. On the northern shores of Lake Superior are large and pure beds such as the Helen Mine. They are being utilized by Mr. Clergue, by the Canada Iron Furnace Co., at Midland, and will be by the Cramp Ontario Steel Company who are erecting two coke furnaces with a daily capacity of 250 tons each at Collingwood. This district is full of promise. It is nearer the coal regions than Chicago, where many a large United States plant is situated. It has only to bring its coal from the Connells-ville or Pittsburg district, a distance of, say, 210 miles by rail to Lorain or Cleveland. Both ports are equipped with modern coal loading plants. A short water haul equivalent to, say, 80 miles of rail haul will connect with the mines. This basis at one fourteenth of a cent per mile gives a freight cost of \$1.97, or \$1.28 lower than the Pittsburg standard.

MOVING FURNACES TO THE ORE

The number of arguments for assembling the raw material closer to the ore than to the coal is multiplying, because it requires only about one-half as much coke to make a ton of iron that it did some years ago. The proportion is now about two tons of iron to one of coke. If, then, either the iron or coal must be hauled, it is just half as expensive to haul the coal as the ore. For that reason it will be cheaper to have the furnaces situated near the ore mines. In every country we find the ore and coal separated, a fact which most people don't realize ; so Canada's "iron" opportunity could not be brighter.

3. In the Ontario district exist ores of great promise, within reasonable distance of the coal of either the Connells-ville or Punxatawny districts. Independent of the local supply is the Canadian lake ore to draw from. This latter plan the Hamilton Steel & Iron Company are following for good results. The Government lets coke in free, which policy works in the favor of our iron manufacturer.

4. But our crowning opportunity is in Nova Scotia where two strong companies, the Dominion Iron and Steel Company and the Nova Scotia Steel and Coal Company have ensconced themselves. The ore is drawn not only from Nova Scotia in close proximity to the coal, but also from the famous mines on Belle Island. The manufacturing is done at Sydney, and it is claimed, the cost of producing pig iron here is lower than anywhere else in the world. Against the Pittsburg cost it represents a saving of \$2.45½ per ton. There is a further saving of \$2 a ton freight for export, Sydney being an ocean port. In Sydney pigs can be made for \$6 a ton, steel blooms for less than \$10 a ton and steel rails at about \$12.

OUR OPPORTUNITIES UNPARALLELED

Our opportunities to supply both export and domestic trade are unparalleled, for have we not ore on both east and west coasts for foreign lands, and on lake coasts in the centre of the continent for our home trade? What more can we ask for? If Canada does not become a great producer of iron and steel, as great producing nations go, it will be because Canadians have neither the energy nor the capital to develop their resources. But they are now recognizing their opportunity and are grasping it.

OUR PIG IRON CAPACITY

The number of blast furnaces in Canada to-day is 14 completed, four building and four projected. Of the completed furnaces, nine use coke, one uses coke and charcoal, and four use charcoal as fuel. Two of the four building furnaces will use coke and two will use charcoal. The annual capacity of built and building furnaces is 1,090,300 tons.

The following table shows the production of pig iron in Canada since 1894

Year.	No. of tons.
1901	244,976
1900	86,090
1899	94,077
1898	68,756
1897	53,796
1896	60,030
1895	37,829
1894	44,791

Although the production for 1901 is about three times as large as that for the year previous, the building of new plants now in progress ensures a much larger increase this and next year. The production in Canada is only 22 per cent. of the capacity, whereas in the United States it is 60 per cent. of the capacity. Per capita the production in the States is four times as great as in Canada; in the former country it is 475 lbs., in the latter it is 110 lbs. We do not yet produce nearly enough for our own wants, which are estimated at 800,000 tons a year. Not that our importations of pig iron are heavy; last year they were only 35,782 tons.

OUR STEEL WORKS

The number of rolling mills and steel works in Canada is, eighteen completed and two building. Of these one makes steel in a special Bessemer converter, one makes Tropenas steel, while two standard Bessemer steel plants are being built. Four make open-hearth steel, and one open-hearth steel plant is being built. The annual capacity of built and building plants is: Standard, Bessemer, Tropenas and special Bessemer ingots and castings, 301,400 gross tons; open-hearth ingots and castings, 537,000 gross tons; total ingots and castings, 838,400 tons; rolled products, 981,900 tons.

MUCH TO BE DONE

But of manufactures of iron and steel we import enormous quantities, the total values in 1901 running to \$27,107,419. Much of this represents imports of steel rails, architectural shapes, plates and sheet iron, wire rods, machinery steel and many other lines that should and could be made in this country. Some day it must be produced in Canada, from Canadian ores and by Canadian labor.

IRON AND STEEL EXPORTS

It is only in the past year or two that Canada's iron and steel exports have been worth much consideration. But the industry has just been put upon an export basis, and the probability is that it will be pushed in this direction, both in regard to pig iron and steel. The table of exports of pig iron is as follows:

Year.	Tons.	Value.
1892	3	\$ 95
1893	12	330
1895	259	6,202
1896	1,940	45,363
1897	2,627	65,555
1898	2,403	61,029
1899	2,188	50,767
1901	5,623	117,456

A BIG INCREASE THIS YEAR

In the first eight months of the present fiscal year Canada has exported 68,669 tons of pig iron, valued at \$661,531. That is to

say, that our exports of pig iron for the first eight months show an increase of 463 per cent. of last year's total exports.

In 1897, the value of our total exports of "iron and steel and manufactures of," was \$1,397,195; in 1901, this was \$3,717,537.

On all sides of this iron and steel industry there are unmistakable signs of progress. All eyes are on Canada, and it is not surprising that they should be.

MORE PROTECTION NEEDED

LIKE all industries the iron and steel industry needs protection, but, as yet, it has not been granted sufficient for its needs.

SUMS PAID IN BOUNTIES

The amount which has been paid in bounty on pig iron in Canada during each fiscal year since 1884 is as follows:

1884....\$44,090	1893....\$ 93,896
1885.... 38,655	1894.... 125,044
1886.... 39,270	1895.... 63,384
1887.... 59,576	1896.... 104,105
1888.... 33,313	1897.... 66,509
1889.... 37,234	1898.... 165,654
1890.... 25,697	1899.... 187,954
1891.... 20,153	1900.... 238,307
1892.... 30,294	1901.... 351,259

The sum for 1901 was thus far in excess of that of any previous year. These bounties were apportioned as follows: Canadian Iron Furnace Company, Three Rivers, \$16,614; Midland Iron Works, \$59,169; Deseronto Iron Company, \$27,468; Dominion Iron and Steel Company, Sydney, \$55,287; Electric Reduction Company, \$1,173; Hamilton Iron and Steel, \$12,455; John McDougall & Co., \$2,379; Nova Scotia Steel and Iron Company, \$66,711. There was paid out in bounties on iron puddled bars, \$16,703, an increase of \$6,581; The Hamilton Steel and Iron Company received the whole amount. The bounties on steel ingots amounted to \$100,057, or \$35,697 in excess of the year previous. The Hamilton Steel and Iron

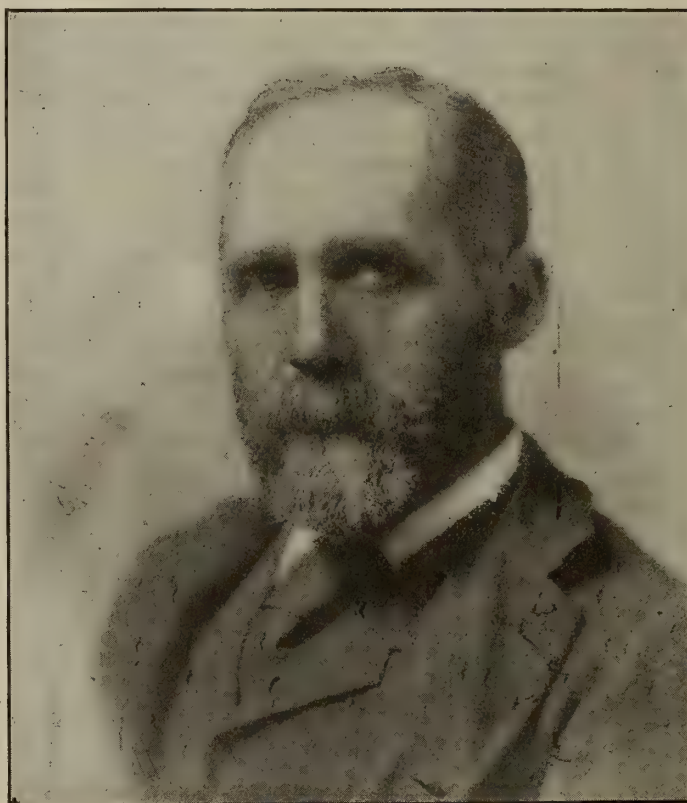
Company received \$28,310, and the Nova Scotia Steel Company, \$71,746.

PURPOSE OF BOUNTIES

For the purpose they were intended the bounties have served the country well. They were intended to be to furnace builders what subsidies are to railway builders, some repayment for the heavy initial expenses incident to such undertakings. But something further is needed to conserve the home market to our manufacturers.

CUSTOMS DUTIES

In proportion to the existing tariff as a whole the encouragement on most lines of iron and steel so far as they have been manufactured in this country up to the present has been satisfactory. There are exceptions such as that felt by the wire manufacturers who suffer a grave injustice. There seems to be no fair reason why they



MR. JAMES ROSS, OF THE DOMINION IRON AND STEEL AND DOMINION COAL COMPANIES

This deficiency arises not so much from want of sympathy at Ottawa as from the "out-of-date-ness" of the existing tariff, which has not kept pace with the recent growth of iron and steel manufacturing at Sault Ste. Marie, Collingwood, New Glasgow and Sydney.

The encouragement granted for the manufacture of iron and steel in Canada by the Dominion Government is part bounty and part customs duties. The bounties are given as follows:

	from native ore	from foreign ore	on steel
To April 21, 1902.....	3.00	2.00	3.00
April 21, 1902, to July 1, 1903 ..	2.70	1.80	2.70
July 1, 1903, " 1, 1904 ..	2.25	1.50	2.25
" 1, 1904, " 1, 1905 ..	1.65	1.10	1.65
" 1, 1905, " 1, 1906 ..	1.05	.70	1.05
" 1, 1906, " 1, 1907 ..	.60	.40	.60

should not enjoy the same protection as other manufacturers, particularly in view of the fact that they guaranteed to keep Canadian prices as low as those of United States manufactures, plus the freight. At present our barb and galvanized wire mills are producing merely to increase the output of their works, but they expect to be closed down as soon as the rush in the United States is past.

NEW LINES NOT PROTECTED

But there are new lines of goods being manufactured that are not sufficiently protected, and there is needed an extension of the tariff so as to afford the same ratio of protection as now granted on what is being produced in the country to the new lines of manufacture now being taken up by the manufacturers.

Canada consumes annually about 800,000 tons of iron and the products thereof, and of this quantity we are producing as yet from native furnaces only about 30 per cent. And this consumption will increase as fast as our production can hope to.

STEEL RAILS FREE

Steel rails and heavy sections of structural steel form a large part of the consumption of iron used in Canada. Up to the present every ton of this material has been imported from foreign sources and is the product of foreign labor. We have at last arrived at the stage of development when this will be changed, and our railroads can be equipped with steel rails, produced from Canadian material by Canadian labor, and our bridges and structural work generally can also be supplied from the same source.

The new mills at Sault Ste. Marie are now producing both steel rails and structural steel. An enormous expenditure of capital has been made at that point, reaching into the millions, and further expenditure must be made before the works are fully completed. At Sydney a steel rail mill is in process of construction, and steel billets and blooms are already being made. At New Glasgow, Hamilton and Collingwood a similar expansion in other lines of steel is taking place. The whole question is therefore a live one.

TARIFF SHOULD BE EXTENDED

To deal at once with the two articles mentioned there is no extended revision of the tariff called for. It is simply necessary for the Government to acknowledge the fact that the reason the same ratio of protection has not been granted to these articles as to all others is that they have not hitherto been manufactured in this country. The extension of the tariff will not affect the general public directly, and in regard to steel rails, our railroads cannot fairly oppose a reasonable duty. Indeed, it is vastly in their own interest that the native works should be sustained, as the railroads are most largely benefited by the increased demand. They secure long hauls in place of having to divide their profits with United States roads

in the delivery of United States rails. In many cases, just now, they lose the carrying trade altogether, as in the case of German rails delivered at slaughter prices. They are also benefited by the increased population brought about by the establishment of these native works. We think we are safe in saying that there is not a single railroad manager in the United States but realizes the vast importance of the native industry to the railroads and who would not be entirely favorable to the work being done within the country under a protective tariff.

NO REASON TO OBJECT

In extending the tariff to cover the heavy sections it may be that the Canadian Bridge Companies will appear to be discriminated against. They are already well protected with a 35 per cent. ad valorem duty, which is certainly out of all proportion to the 10 per cent. protection granted to the makers of heavy sections of structural steel. If, however, it be found on investigation that the bridge companies want more protection, we would suggest that it be given to them in the form of a specific duty. In this connection we may say that a leading Canadian bridge builder, to whom we have spoken about the matter, stated positively that he would not object to an extension of the tariff to give fair encouragement to makers of heavy sections of structural steel, because he felt that all the guarantee he wanted was that his competitors among the bridge builders in Canada should pay the same for their material as he personally would be called upon to pay. To show how illogical the position is with regard to the heavier sections and steel rails, it might be pointed out that under our present tariff the manufacturers of steel ingots and billets are given a protection of \$2.00 per ton by customs duty. If, however, you employ further Canadian labor and roll the said ingots and billets into structural sections or steel rails your protective duty is cut away. That is proof of the unfinished state of our tariff.

UNIFORMITY OF TARIFF

This would illustrate that the tariff should be as simple and as uniform as possible. At the present time structural steel up to 35 pounds per yard is dutiable at \$7.00 per ton. The simplest and best way, therefore, would be to include all heavy sections now provided for in clause 228 of the tariff in clause 227, making the duty \$7.00 per ton throughout. There is no logical reason why \$7.00 duty should be granted to structural steel up to 35 pounds per yard, and that a merely nominal duty of 10 per cent. should be given on steel 36 pounds per yard and heavier.

STEEL RAILS

For electric street car purposes steel rails are now dutiable at 30 per cent. The same rate of duty is charged on light rails up to

45 pounds per yard, but all rails outside of these two items, and over 45 pounds per yard, are admitted into the country free. Again there is no logical reason why workmen engaged in making heavy steel rails for use on railways should not have the same degree of protection as those engaged in making rails for electric tramways or rails lighter than 45 pounds.

OPENING FOR FRAUD

It would seem also that there is an opening for fraud in connection with the importation of rails for electric tramways, because rails for this purpose are now being made much heavier than formerly. Rails therefore imported as ordinary railway rails might very well be sold later on for trolley purposes. It will be much simpler to adopt the United States principle of putting all rails on a specific duty, and this will be in accord with our own tariff as applying to light sections of structural steel. It would therefore be advisable to make the duty uniform for steel rails and structural steel, and place them all at \$7.00 per ton. This will mean less than a 30 per cent. ad valorem duty on rails for electric tramways, but it will afford a fair duty all round.

A TARIFF FOR HARD TIMES

The tariff should be such as will be efficient in hard times as well as in good times. Even under present circumstances, with United States mills busy on their own work at home, they are making special prices for Canada on steel rails for railway purposes. Indeed their prices for Canada are fully \$3.00 per ton below what they will sell at to the largest railroads in the United States. Their object in making these prices is obvious.

PROVISION FOR THE FUTURE

It should hardly be necessary for our manufacturers to go to Ottawa to ask for these tariff favors. Just as our legislators welcome new industries by word, so they should by deed. Protection is now a recognized benefit to a manufacturing country, and it should not only be applied wherever industry has been established, but should be held out to secure the speedy establishment of needed industries. If this policy were pursued; no one knows how quickly new mills would spring up all through this country, and our \$27,000,000 worth of importations of iron and steel manufactures would decline proportionately. Not only would we have bessemer steel works, open hearth steel works, steel casting works, crucible steel works, wire rod mills, foundries, machine shops, iron and steel rail mills, structural mills, plate mills and sheet mills, but the expansion would spread into innumerable channels. Governments, for instance, are looking to the establishment of a ship-building industry in this country; there can be no surer means of getting it than by rearing a giant steel industry into the country that will draw all things unto it.

THE DOMINION IRON & STEEL COMPANY, LIMITED

OFFICERS:

President	- - - - -	H. M. WHITNEY
Vice-President	- - - - -	JAMES ROSS
General Manager	- - - - -	A. J. MOXHAM
Treasurer	- - - - -	H. M. DAVIES

CAPACITY:

PIG IRON	- - - - -	500,000 tons per annum
STEEL INGOTS	- - - - -	425,000 " "

"The world is our market, all of it, and in our modesty we do not ask for more."

THE largest iron and steel enterprise in Canada, and the plant that has proven its ability to produce the cheapest pig iron in America, which means in the world, is situated at Sydney, C.B., and is owned by the Dominion Iron & Steel Company, Limited. The operations of this company have formed the outstanding feature of our industrial development of the past few years. In 1891 Sydney had a population of 2,500; now it claims 15,000. The increase is due entirely to the employment of 3,500 or 4,000 men by the iron and steel works. The company began operations with a capital of \$15,000,000,

as the net advantage in the cost basis. In actual practice this means more. We should further note that Sydney's tide water will average about 1,000 miles nearer to the world's market than that of Pittsburg. In all conservatism it would be safe to call the commercial difference all of \$6 per ton. In a word, Sydney's position as a steel maker is something more than strong. It is simply invulnerable."

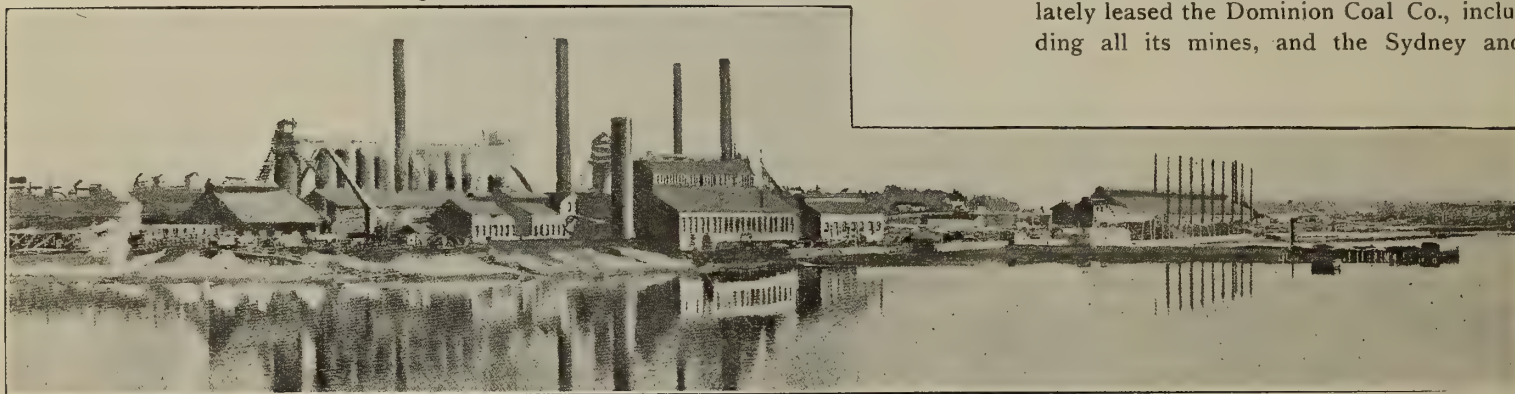
CHEAP SOURCES OF IRON ORE

The company has acquired by purchase iron ore property on Great Bell Island in Conception Bay, Newfoundland, about 35

at a cost of from 35 cents in ordinary times to 45 cents on the higher basis of recent times. The ore, therefore, will not cost more than 85 cents as a minimum to \$1.45 per ton as a maximum, delivered in Sydney. It is considered that \$1.10 per ton is a safe average, all told. The ore runs about 54 per cent. in iron. It is estimated that the mine contains about 25,000,000 tons above sea level, with a much larger quantity in the lower levels. Besides the Wabana deposit the Dominion Iron & Steel Co. owns an iron mine in the Santiago district of Cuba.

RICH COAL PROPERTIES

The Dominion Iron & Steel Co. has lately leased the Dominion Coal Co., including all its mines, and the Sydney and



PANORAMIC VIEW OF THE PLANT OF THE DOMINION IRON AND STEEL COMPANY, LIMITED

convinced that it had an unparalleled opportunity to manufacture cheap pig iron and steel and as a result to-day we have an enormous plant, erected on the most comprehensive and scientific lines.

SYDNEY'S POSITION INVULNERABLE

Reduced to its final analysis, steel is a product resulting from the application of man's labor to three raw materials—ore, coal and limestone. The lowest cost of the assemblage of these materials at Pittsburg is \$3.25 per ton of pig iron. At Sydney they can be assembled for 79½ cents, representing a saving of \$2.45½ per ton on pig iron. And further, "To compete for the export business Pittsburg must get to tide water. She is now 500 miles from this, and it will cost her \$2 to get there. In dealing with the finished steel it must also be remembered that it takes about 1.1 tons of pig iron to make the steel. So taking 1.1 tons at \$3.25, we have \$3.57, to which add \$2 freight on steel to seaboard and we have \$5.57, from which deduct Sydney's assemblage cost, 87 cents, and there is left \$4.70

miles from St. John's. This island, which is about eight miles long and two miles wide, has exposed on the cliffs of its northern side five beds of ore, of which three, however, extend over so small an area and are so thin that they are of little commercial value. The two others are known as the upper and lower beds, and constitute the Wabana mine. The lower bed was purchased by the Dominion Iron and Steel Co. from the Nova Scotia Steel Co., who still control the upper bed. A shipping pier has been built on the southern side where there is a very good harbor, with a depth varying from 48 to 84 feet. The dock has ten pockets of 200 tons capacity, each at a height sufficient to discharge into a steamer by gravity. The harbor is located about 425 miles from the works at Sydney. This ore has been mined since December, 1895. About 6,000 tons of ore can now be mined per day. It is estimated that the cost of mining and loading on vessels for some years to come will not be over 50 cents per long ton, and that at no time should the cost exceed from 80 cents to \$1. It can be freighted to Sydney

Louisbourg railway, on condition of paying the fixed charges and 8 per cent. annually on the common stock. The reserves of fuel in the Sydney field are enormous, it being estimated that the Dominion Coal Co. controls areas which can be counted on to deliver over 2,500,000,000 tons of coal. This fuel is bituminous. As for the quality of the coke, that has been thoroughly determined by its use in the blast furnace. It is estimated that the coal can be mined, washed and delivered at the furnace at a price not to exceed \$1.25 per ton.

THE LIMESTONE QUARRIES

The Marble Mountain limestone quarries are located at Clark's cove on West bay of the Great Bras d'Or lakes. The quarry is at an elevation of about 300 ft above the level of the lake, and the deposit, which is a true marble, is of especially good quality. From the quarry the stone is lowered to a crusher by a double-skip car system with drum at top, the loaded car hoisting the empty. The crushed stone is fed by gravity to a 24-in. conveying belt, which carries it

to an open bin at the foot of the mountain. Underneath the bin's chutes there is arranged a 36-in. conveying belt, of a capacity of about 600 tons per hour, which carries the crushed stone to an incline belt leading directly to the loading pier. This also has a capacity of 600 tons per hour, and the barges or vessels for transportation can be loaded in three to five hours. In addition to the excellent marble quarry the company



COAL WASHING AND COKE OVEN PLANT OF THE DOMINION IRON AND STEEL COMPANY, LIMITED
for blast furnace circulating system.

has developed a dolomite quarry at St. George's river, about 14 miles from the works at Sydney. This quarry has a capacity of about 1,200 tons per day.

SYDNEY'S NATURAL HARBOR

The plant is situated on Sydney's famous harbor, the town having donated to the company about 500 acres of land. So far as the harbor is concerned the impression that Sydney is in the polar regions is far from the truth. The average closing of the harbor since 1880 has been 39 days. In 1900 it was open all winter. In this respect Sydney is in better shape than the lakes upon which the American steel industry depends. When closed the shipping point of the Dominion Iron & Steel Co. will be Louisburg, which is open all the year round. It is about 22 miles distant as a crow flies from the works and is connected with them by the Sydney & Louisburg Railway, something over 40 miles long.

THE PLANT THE BEST PROCURABLE

The works proper, to which these outside developments are tributary, consist in general of a plant of four blast furnaces, ten 50-ton open hearth furnaces, a 35 in.-blooming mill and pit furnaces, 400 Otto-Hoffman coke ovens, coal washing and sulphuric plants and essential by-product plant, and a large machine shop and foundry capable of taking care of all mill and furnace work. In connection with these works there is about 20 miles of railroad track, full ore handling equipment; receiving and shipping piers, and all necessary attributes to a well-equipped modern plant. The company owns a tract of real estate, on which they have erected a number of houses of a better class.

WATER SUPPLY

The fresh water supply for the works is obtained from Sydney River, which is about five miles from the location of the works. A dam and pumping station have been constructed on this river to separate the fresh from the salt water. The pumping station is constructed of brick and is equipped with two horizontal tubular boilers of capacity of about 110 h.p. each. Salt water will be used

MACHINERY FOR ORE HANDLING

The ore handling plant consists of a pier upon which are located four hoisting machines or towers of a type similar to those used on the Montreal docks for handling coal. These towers have given very satisfactory results, and are a quick machine for the handling of all heavy materials. The capa-

bins, which are provided with three tracks, with suitable cross-overs for the handling of coke, ore and limestone for the regular furnace supply and for storage in the stockyard. The stockyard is provided with three Brown Hoisting Machinery Company's travelling machines. These three machines have ample capacity for taking care of the storage of six months' supply of material, as well as for rehandling of stock for the winter operation of the blast furnaces. The stockyard, which is commanded by three Brown machines, has an effective width of 366 feet, and is 952 feet long, with tracks for an extension of 150 feet, making the available length of the cross section 1,100 feet. This yard is of a capacity sufficient to take care of six months' supply of ore and limestone for four blast furnaces. The ore is brought in from the pier and transported to the top of the bins, from which it is dropped into the stock or storage bin to be used or to be taken to the yard. In the winter season the Brown machines with scoop buckets gather material from the stock pile and deposit it into the stock bins or into drop bottom cars, from which the material is transferred to the supply bins, from whence it is taken to the furnaces by the scale cars. The bins for storage are all of the same cross section and are fifty-six in number. There are four large coke bins over the centre of each skip pit, in which the coke is fed directly into the skip car which takes it to the furnace. There are 28 bins for use for ore or limestone,



SHOWING THE SYDNEY PIERS OF THE STEEL AND COAL COMPANIES

city of each tower is 1,200 to 1,500 tons per 24 hours. These are designed and built by the Dominion Bridge Co. The machines are mounted on trestle work above a superstructure upon which is provided a double track system for handling of cars. Ore is unloaded directly from the boats to shallow bins or hoppers, which form part of the mechanism and is delivered through these to hopper bottom cars. The track trestle work leads from the pier about 1,100 feet to the ore

being seven for each furnace. The Brown machines are independent motor driven, the span of the bridge being 225 feet, and the cantilever 105 feet. The back leg of the machine is mounted on rails 16 feet from centre to centre. The motors are located on the truck of the back leg of the machine and are enclosed in a suitable engine house. The operators' house is located directly above and on the side of the leg of the machine.

THE FURNACE EQUIPMENT

There are four furnaces, built and erected under contract with the Riter-Conley Mfg. Co. of Pittsburg. The furnace stacks are each 85 x 20, equipped with four Cowper Kennedy stoves. All the most modern appliances have been installed. Construction commenced on these in 1899, and they were blown in individually on February 4, 1901; May 9, 1901; October 21, 1901, and January 18, 1902. The total annual capacity is 500,000 tons of basic and foundry pig iron. The metal from the furnaces is taken in 25-ton ladle cars to a motor driven pig casting machine, which has a capacity of 1,600 tons per day, or hot metal may be taken direct to the open-hearth furnaces.

OPEN-HEARTH FURNACE PLANT

There are ten 50-ton open-hearth steel furnaces. They are of the tilting type, and the Bertrand Thiel process may be used. These are arranged in a continuous row, and metal may be put into the furnace from either side, or cold pig or stock may be placed in the furnaces by two Wellman-Seaver charging machines. The product of the furnaces, which is estimated at 1,400 tons per day, will be tapped into 50-ton ladles, from which it is poured into the moulds on cars and transferred to the stripper building to be deposited in the pit furnaces. The open-hearth building has a span of 65 ft. with a lean-to 37 ft. wide, and is 832 ft. long. The gas for the open-hearth furnaces will be obtained partly from producers of the latest improved type and partially from the coke ovens. A 1,000,000 cubic ft. triple lift gas holder is so constructed as to give a working pressure of 5-in. column of water.

BLOOMING MILL

The blooming mill has a 35-in. train, which was built by the Mackintosh-Hemphill Co. of Pittsburg. It is direct-driven by a pair of 50 x 60-in. reversing engines of their latest design. The mill is commanded by two 20-ton electric overhead travelling cranes, built by the Brown Hoisting Machinery Co., to be used also for charging or drawing ingots from pit furnaces. The mill and pit furnace building is 81 ft. 10¼ in. wide, 480 ft. long, and contains sixteen pit furnaces of the latest type, also the necessary approach tables, main tables, hydraulic and steam shears.

The blooming mill boiler house is 46 ft. span, 296 ft. long, and contains 3,000 h.p. of Babcock & Wilcox boilers. One section of the boiler house contains three hydraulic pressure pumps, which are 18 and 32 x 8 x 36 ft., of the compound duplex type, furnished by the Northey Mfg. Co. of Toronto. The hydraulic system will be of the return type

and designed for a working pressure of 500 lbs. to the square inch, with suitable accumulators and operating valves. The boiler feed pumps are compound duplex type, also made by the Northey Mfg. Co., Toronto, being 8 and 14 x 7 x 18 ft. stroke. Suitable heaters will be provided. The boiler house building is of steel with brick walls and the same general construction as the other steel work buildings—size 46 ft. span by 296 ft. long.

In connection with the open-hearth plant there is a calcining, grinding and mixing plant of capacity sufficient to furnish all refractory material, linings, etc. This plant is equipped with the usual mixers, crushers, elevators, bins and calcining cupolas. The building is of steel with brick wall filling.

It is contemplated to discharge a large quantity of tar on one side of the No. 2 pier. The tar will be brought in tank cars from the coke oven plant to storage tanks and pumped into tank steamers.

COKE OVEN PLANT

The coke oven plant, erected by the United Coke & Gas Co., is in general a duplicate of the works which were erected for H. M. Whitney, late president of the company, at Everett, Mass. The plant consists of two rows of four batteries each, consisting of fifty ovens each, or a total of 400 ovens. These are of the Otto-Hoffman by-product type, and the capacity is rated at 1,600 tons of coke per day. There is the necessary mechanism for the charging of coal and the pushing of coke from the ovens to a quenching floor or loading platform. These ovens are of the latest type, and embody a number of changes in detail, from which the Dominion Iron & Steel Co. receives the benefit of experience of former plants of this type. In addition to eight batteries they are provided with a condenser house 60 x 100 feet, with a cistern adjoining of 40 x 150 feet, and the necessary coolers, sieve washers, etc., for cooling and cleansing the gas. There is also a boiler house containing 1,500 H.P. of Babcock & Wilcox water-tube boilers, inclosed in a brick building 50 x 100 feet. Adjacent to this is the ammonia house, 40 feet span by 106 feet long, with an adequate storing space.

COAL WASHING PLANT

Adjacent to the coke oven plant is the coal washing apparatus, which is enclosed in a building 50 x 150 ft., and is provided with the necessary raw coal bins, crushers, and washed coal bins for delivery to the ovens. The machinery and plant are practically of the design made by Stein & Boericke, of Primus, Pa., who have successfully washed by the jig system coal of the class which is

furnished by the Dominion Coal Co. The capacity of the plant will be 2,400 tons per day.

SULPHURIC ACID PLANT

The sulphuric acid plant was designed under the supervision of Chas. A. Bartsch, consulting chemist, of Philadelphia, and has a capacity of 40 tons of acid per day. It is equipped with the latest improved apparatus and is a modification of the old chamber system. Pyrites will be used in the manufacture of this sulphuric acid, an adequate supply of which will come from the pyrites mines at Newfoundland. The plant is arranged for economical handling, and the sulphuric acid will be transferred from the storage chambers to the ammonia house in a tank car.

MACHINE SHOP

The machine shop is 52 feet span with a 20-feet lean-to on each side and 256 feet long, with a fire wall at the end. There is a cleaning room, of same cross section as the main building, between the machine shop and foundry. The shops are equipped with large and small lathes, planers and improved working tools for the handling of all mill and furnace work. At one end of the machine shop is located a locomotive pit. The machine shop erecting floor is commanded by a 25-ton electric traveling crane built by the Niles Tool Works. The foundry is the same cross section, 192 feet long, and contains two cupolas of capacity about 20 tons per hour. A three-pit brass foundry and the necessary blowers, hoists and equipment for mill and foundry are provided for serving the floor. There are two electric overhead traveling cranes; one 25-ton, was built by the Niles Tool Works, and one of the same capacity with auxiliary hoist was built by the Dominion Bridge Co., Montreal. The boiler room contains an air compressor for furnishing power to the chipping and hoisting tools, and two boilers, 125 H.P. each. These are the Babcock & Wilcox water-tube type. The electric station furnished power for lighting purposes during erection work, and for the electric cranes through the works during construction. The blacksmith shop is equipped with bolt header, steam hammer and ordinary tools. The building covering this part of the outfit is 52 feet 4 inches span and 192 feet long. The pattern shop and carpenter shop are fitted with full set of working tools, and in one corner of the pattern shop is located the tin shop equipment. This building is 52 feet 4 inches span by 192 feet long. A warehouse is located adjacent to the shop location and is 60 feet 8 inches span by 217 feet long.

THE ALGOMA STEEL COMPANY, Limited

OFFICERS :

President	F. H. CLERGUE
Vice-President	E. V. DOUGLAS
Secretary	W. P. DOUGLAS
Treasurer	F. S. LEWIS

CAPACITY :

PIG IRON	380,000 tons per annum
COKE	245,000 " "
STEEL INGOTS	200,000 " "
FINISHED PRODUCTS	180,000 " "

AS has already been shown there are great hopes for a gigantic development of the iron and steel industry in northern Ontario. One of the features of the activity going on at Sault Ste. Marie is the erection of a complete iron and steel plant by the Algoma Steel Power Company, Limited, of which Mr. F. H. Clergue is the moving spirit. The economic advantage of the situation has already been dealt with, and it remains only to give some idea of the works themselves. The steel rail mill is the only part of the works yet in operation, but it

diameter, and each has a capacity for melting 50 tons of iron per day of ten hours. The pig iron will be principally supplied by the Canada Furnace Co., of Midland, Ont., which uses the company's ores. For the blast for the furnaces, cupolas and converters there are two 600-H.P. blowing engines, one built by the Allis-Chalmers Co., of Chicago, and the other by the Southwark Foundry & Machine Co., of Philadelphia, Pa.

THE RAIL MILL

The rail mill is a handsome building with

hole soaking pits, from which they are delivered as required to the blooming tables by an electric travelling crane, the same crane carrying the blooms to the rolls. The ingots will be passed through a 32-in. blooming mill, sheared to length and charged into four Siemens regenerative heating furnaces. Another electric travelling crane is provided for handling the rolls when sections are to be changed. The roll trains and transfer tables will be driven by electricity. From the saws, cooling beds and cambering machine the rails pass to the loading beds,



GENERAL VIEW OF THE CLERGUE WORKS AT SAULT STE. MARIE, ONTARIO

will not be many months before all the machinery will be running at full speed.

STEEL WORKS

The steel works are of considerable size, will include four blast furnaces, two bessemer converters and a rail rolling mill, and will employ 4,000 men. An open-hearth steel plant will also be built later on. Two of the blast furnaces will use coke fuel, and will be 21 feet diameter and 90 feet high. The other two will be for charcoal, and will be 14 feet diameter and 70 feet high. The furnaces will be equipped with mechanical charging appliances, and each will have a capacity of producing 150 tons of iron per day. There will be 30 Wellman-Seaver hot blast stoves. The bessemer converters have acid linings, and are of five tons capacity. Work is in progress on the concrete foundations for the furnaces, but as the rail-mill is ready for operation some time before the furnaces, three cupolas have been built to supply molten pig metal for the converters temporarily. These cupolas are 8 feet in

walls of the local red and white Potsdam sandstone, and steel roof trusses, carrying a plank sheathing and slate covering. It is 1,500 feet long and 80 feet wide with two offsets. Concrete has been used very extensively for the foundations of the mill, blast furnaces, heating pits and machinery, and for this purpose a special concrete mixing plant, with mixers of the cubical box type, was erected on the site.

THE APPARATUS

In this one building all the operations will be performed. There will be a two-high roughing mill, and a finishing mill, each driven by a Porter-Allen engine of 1,500 H.P., with cylinders 40 x 48 ins. From the converters, the metal will be poured into ladles and thence into moulds mounted on trucks or buggies running on a narrow gauge track. The ingots will be stripped by an overhead stripping crane, which also has an auxiliary trolley hoist for charging the ladles on the ladle crane. They will be charged into two four-

being handled by pneumatic hoists. The crane runways are supported on steel columns of plate girder construction, independent of the building. The boiler house is also a stone building, and contains a row of 16 Stirling boilers aggregating 4,000 H.P. Electricity for the cranes, transfer tables, etc., will be furnished from a power plant contained in a separate building, which is of monolithic construction, with walls 25 feet high.

The mill will make rails 30 or 60 feet long, and of weights up to 100 pounds per yard, the Am Soc. C.E. sections being adopted. Structural shapes will also be made later. The capacity of the mill is 600 tons of rails per day. The company has a contract with the Canadian Government for supplying 35,000 tons of rails per year for five years, and delivery was to have commenced in August, 1901. The steel strike in the United States and other difficulties, however, delayed the work, and the Government therefore purchased rails in England, charg-

ing them to the company. The mill is now completed, however, and practically in active operation, producing the first steel rails made in Canada.

ORE DOCKS

For receiving and storing the iron ore brought down by lake steamers, an ore dock 2,150 feet long and 380 feet wide is now being built, near the blast furnaces. This is of pile and timber construction. Upon it will be an ore unloading and conveying plant for taking the ore from the steamers or barges and forming the stock piles under the conveyors, which will have a span of 200 feet between the supporting legs. The dock will carry about 1,000,000 tons of ore in the stock piles. Along the frontage of this dock, six large dredges have been at

BY-PRODUCT COKE OVENS

The coke ovens will be built by the United Coke & Gas Co., of New York, and will be of the Otto-Hoffman by-product type. This plant will comprise about 168 ovens.

BY-PRODUCT CHARCOAL OVENS

In two of the blast furnaces charcoal will be used for fuel, as already noted, and each furnace will require about 600 tons of fuel per day. The charcoal for this purpose will be produced in by-product ovens under a new system patented by Mr. Oscar Daube, of the North American Carbon & Chemical Co., of 309 Broadway, New York.

The first battery of four ovens with the necessary condensers, etc., for recovering the by-products, has been completed and

comes in contact with the wood. The temperature in the oven is not allowed to exceed 650° F., so as not to allow decomposition of the gases. The permanent gases, recovered in the condenser, are fed to the superheating furnace as fuel, and these gases form 75% of the fuel required, coke being used only at the beginning of the process and to maintain a uniform temperature. The carbonization takes place in 48 hours, and the oven is left to cool off for six days. With the complete plant, the batteries will of course be operated in series.

Under each oven runs a tunnel, the crown of which rises through the floor and has openings on either side, through which the charcoal will be dropped into the tunnel, in which will be a link-belt conveyor carrying the coke to the storage bins. From the bins the coke will be loaded automatically as required into steel cars running on a narrow gauge track to the blast furnace, where it will be charged by machinery, so that there will be no handling of the coke between the oven and the furnace.

A small plant, with one battery of four ovens, having a capacity of 35 cords of wood per day, is now in operation in New York. The new experimental plant is being built in connection with the Lake Superior Power Co. The size and capacity of the charcoal blast furnaces will necessitate an immense supply of charcoal, which, it is claimed, could not be produced from the ordinary beehive ovens or by the retort process. A number of American furnaces are said to be negotiating for this new process, which will produce large quantities quickly and will at the same time recover the by-products.

ALGOMA IRON WORKS

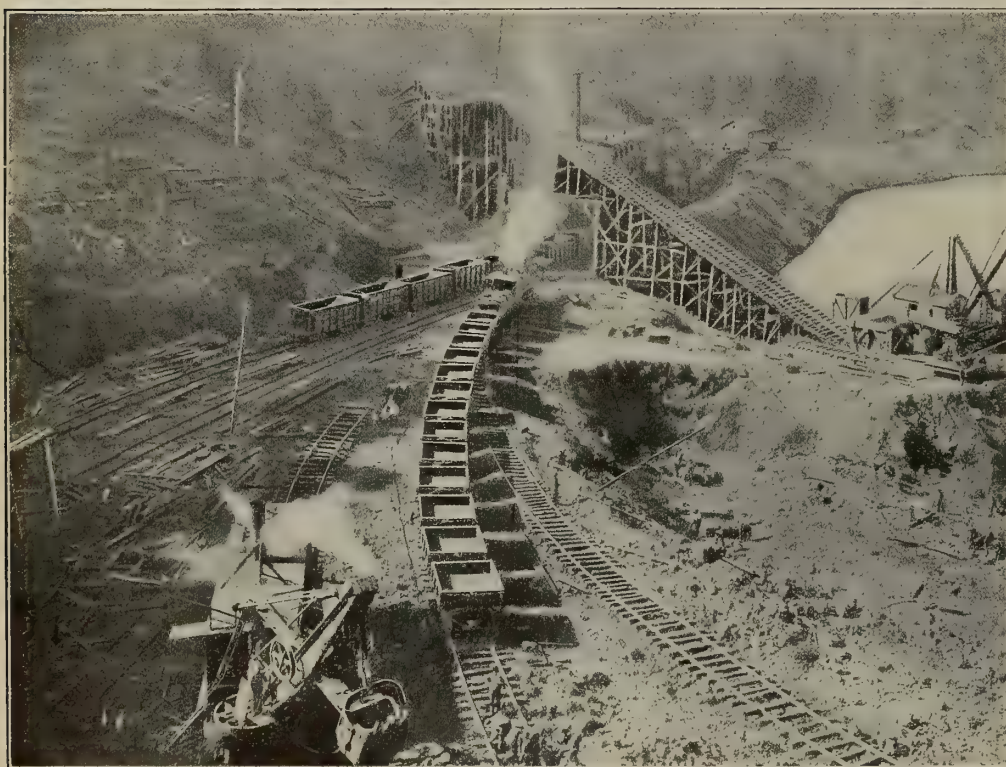
This plant comprises a foundry, machine shop and blacksmith shop. The machine shop is of steel frame construction, with stone walls, and is 80 x 160 feet, but is soon to be lengthened to 320 feet, to make room for new equipment to enable the shop to deal with the amount of work required for the various plants now in process of construction or extension.

PIPE AND TUBE MILL

This plant will be for the manufacture of wrought iron and steel pipe and tubing. The building will be of steel and stone construction, and the processes of manufacture will include some new features and machinery.

IRON MINES

The iron mines are at Michipicoten, about 150 miles by steamer from Sault Ste. Marie, and thence a 12 mile railway extends to the famous Helen Mine, said to be the richest iron mine in the world. This is a great surface mass of ore about 1,000 x 400 feet, and 200 feet deep. It is largely hematite, with some pockets of pyritic ore. A hill of almost solid ore is being excavated by hand and by



CRUSHER NO. 1, HELEN MINE, FROM WHICH IT IS CALCULATED THAT 750,000 TONS OF IRON ORE WILL BE SHIPPED THIS YEAR

work dredging out a channel 21 feet deep to accommodate the largest lake vessels.

At Michipicoten Harbor is an ore-loading dock with twelve pockets, the length of the dock and trestle being about 500 feet. The ore is brought down from the mines in the steel cars of 100,000 pounds capacity, and discharged through the pockets and chutes into the vessels. The pockets are not used for storage at present, but the ore is held in trains until the vessel is ready to receive it, this method being considered as the more economical, in view of the short run between the mine and the harbor. For this purpose, a storage yard with tracks accommodating twelve cars each has been built near the dock, and a train of twelve cars can be quickly run on to the dock and discharged into the twelve chutes.

will be used for experimental work, but the plans provide for a plant consisting of 28 batteries of four ovens each, with a total capacity of 600 cords of wood per day. The present plant has a capacity of 200 cords of wood every eight days, two days being required for carbonization and six days for cooling. This charge of wood will yield 10,000 bushels of charcoal. The by-products recovered per cord of wood will include 7 gallons of wood alcohol (95% pure), and 160 lbs. of acetate of lime, besides the tar and the gases utilized for fuel. The ovens are large rectangular brick chambers, 36 x 70 x 14 feet, with flues in the sides for carrying off the gases from carbonization, and flues under the floor for carrying (under pressure) superheated con-combustible gas brought directly from the producer into the oven, where it

steam shovels, being very soft and covered by only about 12 inches of moss and earth. At deeper levels the ore is drilled and blasted, the excavation forming a huge open pit or crater. A lake of about 24 acres in

area has been lowered 12 feet by draining to another lake below it, and is now being pumped dry by centrifugal pumps to enable the bottom to be worked in the same way. At present the ore is being shipped to

Buffalo, N.Y., Newcastle, Pa., and to Midland and Hamilton. About 50,000,000 tons of ore are said to be in sight. Modern methods of handling the ore are employed.

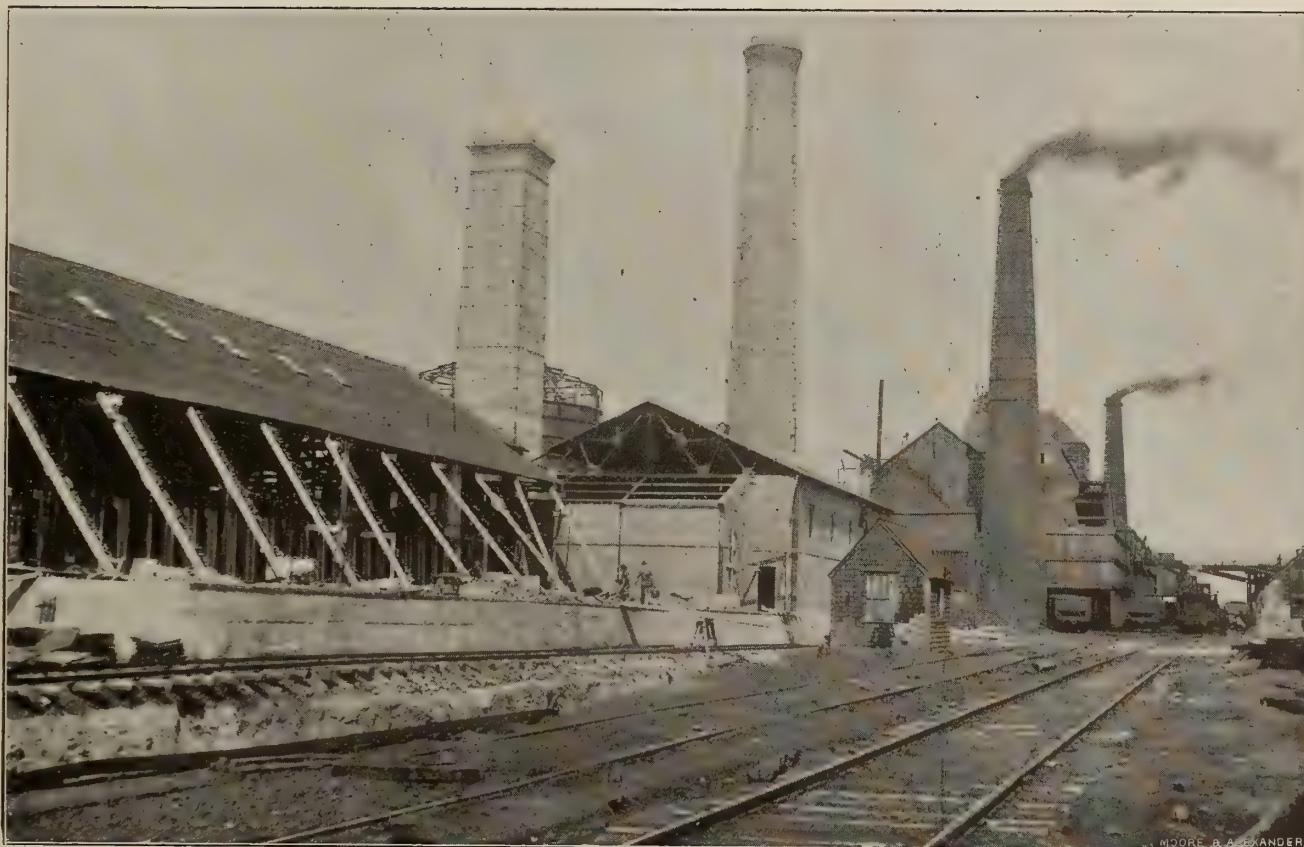
THE NOVA SCOTIA COAL AND STEEL COMPANY, LIMITED

OFFICERS:

President	J. F. STAIRS
Vice-President	GRAHAM FRASER
Secretary	THOMAS GREEN
Cashier	H. RITCHIE
General Manager	THOMAS CANTLEY

CAPACITY:

COAL	600,000 tons per annum
PIG IRON	33,000 tons per annum
STEEL	110,000 tons per annum
One Furnace, two building, Coke by Bauer process, four Open Hearth Steel furnaces.	



QUEEN PIT—SHOWING COKE OVENS OF NOVA SCOTIA STEEL AND COAL COMPANY, UNDER CONSTRUCTION AT SYDNEY MINES, NORTH SYDNEY, C.B.

THE Nova Scotia Steel and Coal Company, Limited, is said to belong to the town, New Glasgow. The style of the firm indicates what is nearer the truth, that it belongs to the province, Nova Scotia; and yet even in that appellation one does not include the firm's properties in Newfoundland. The operations of the company are as scattered as they are enormous, two features that seem to be common to modern successful iron and steel enterprises. Yet the important output of the company is at New Glasgow, for here the raw material obtained at Bell Island, Sydney, Ferrona, or other mining centres, is gathered together to produce the finished steel. The company's forte is its large production of the higher forms of steel, the annual capacity of its works being 60,000 tons of open hearth steel ingots and 50,000

tons of finished iron and steel products, from rollers, dies and lathes.

THE STORY OF ITS GROWTH

The company was originally organized with \$4,000 capital. To-day it has its two hundred and twenty million tons of coal in workable seams awaiting development on a proportionate scale; its four steel melting furnaces together with rolling mills, forges and other plant, its blast furnace and coal-washing and coking plant at Ferrona, with sufficient capacity to supply all the pig iron required in the steel works, its standard gauge railway, twelve and a half miles long, with rolling stock and close on four miles of sidings; its 7,824 acres of land in Cape Breton, 160 acres at Ferrona, and 50 acres at Trenton, near New Glasgow; its iron mine at Bell Island, Conception Bay, New-

foundland, one of the richest and most easily operated in the world; its limestone and dolomite deposits, supplying fluxes, bases and other ingredients used in steel and iron production, and this all in process of active development and operation, to say nothing of its projected furnaces and other plant at Sydney. The investments of the present company are represented by \$2,500,000 first mortgage 6 per cent. 30 year gold bonds, \$5,000,000 common stock, and \$2,000,000 of 8 per cent. cumulative preferred stock.

AT FIRST A FORGE WORKS

What is to-day known so well as the Nova Scotia Steel & Coal Co., Limited, had its origin 30 years ago in the Hope Iron Works, afterwards the Nova Scotia Forge Company. The Hope Iron Works began business in

New Glasgow in 1872 and employed less than a dozen workmen. The business of the company was the manufacture of railway and marine forgings, and the works were located in the centre of the town.

BEGAN TO MAKE STEEL INGOTS.

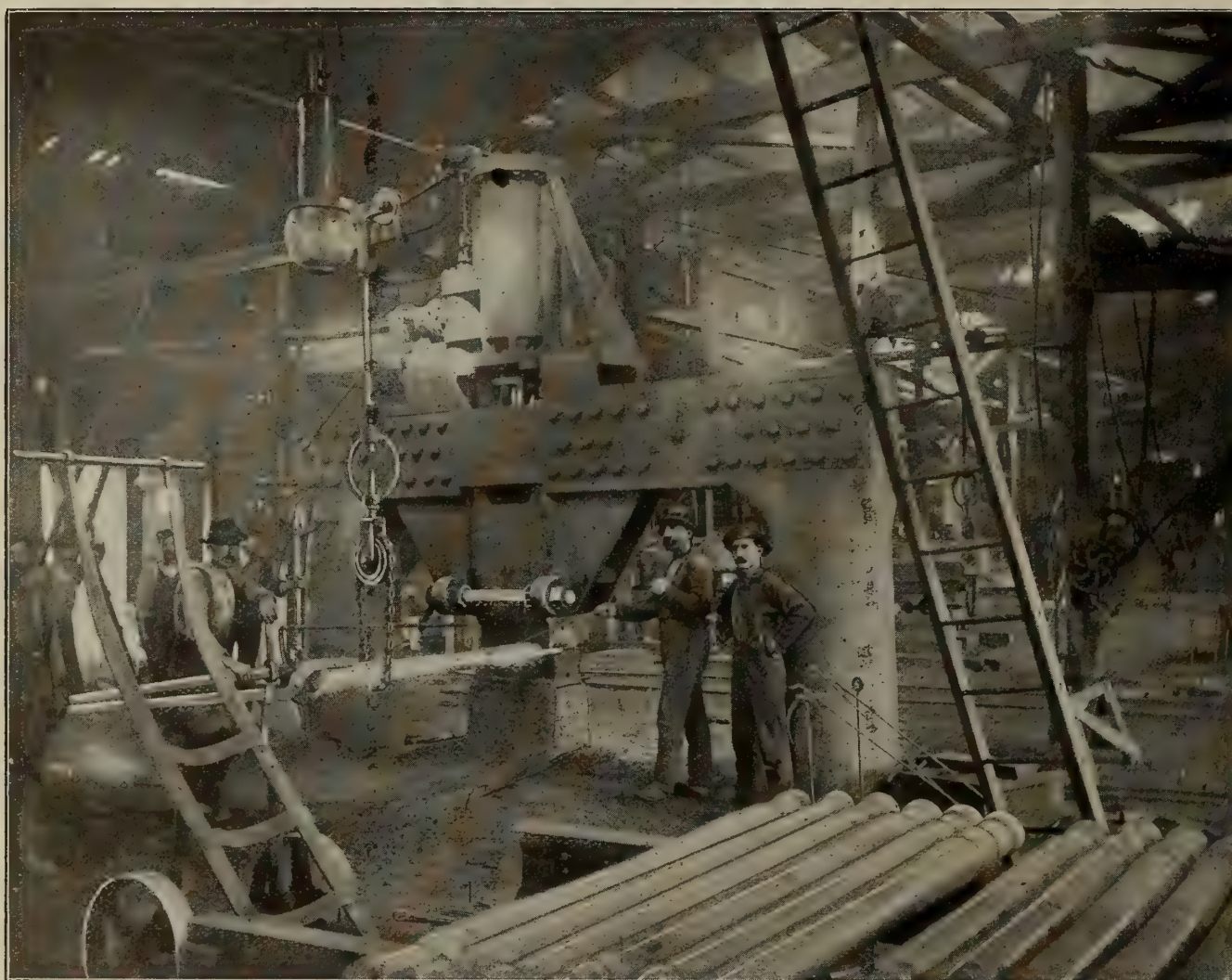
As the business continued to expand, it was found advisable, owing to the lack of water and the difficulty of securing room for the needed extensions, to remove the works to their present location. The change was made in 1878, and during the next few years considerable extension took place. The raw material used during the first 10 years consisted entirely of wrought and scrap iron.

tion of the works, and the first steel ingots were cast in August, 1883. The original forge company became a large buyer of steel ingots and billets from the new concern, which was in turn dependent on the forge company for repairs, machine work, and the important parts of its general plant. The natural dependence and community of interests led to the amalgamation of the companies, which was accomplished in 1889, the joint enterprise being known as the Nova Scotia Steel and Forge Company, Limited.

THEN BACK TO PIG IRON

It was not long before the amalgamated

company was formed, known as the New Glasgow Iron, Coal and Railway Company, Limited, with an authorized capital of \$1,000,000. This company acquired, by purchase and lease, control over sufficient iron deposits to warrant the establishment of a modern blast furnace of large capacity, and proceeded to build railway connections between the iron and lime deposits and the Intercolonial Railway at Ferrona, about six miles south of New Glasgow. The construction of the blast furnace and the coal-washing and coking plant was carried forward at the same time, and the whole was finished with a thoroughly modern equip-



NOVA SCOTIA STEEL AND COAL COMPANY'S THREE TON STEEL HAMMER, FORGING STEEL CAR AXLES AT THEIR FORGE DEPARTMENT, TRENTON, N.S.

But a change was going on in steel production, and mild steel began largely to replace wrought iron for car axles and general forge work. This suggested the advisability of making steel from imported scrap steel and pig iron, and after a careful survey of the situation, the managers decided to embark in the new enterprise. The Nova Scotia Steel Company, Limited, was organized in April, 1882, with a capital of \$160,000, for the purpose of manufacturing steel by the Siemens-Martin open-hearth process. Upwards of a year was spent in the construc-

tion of the works, and the first steel ingots were cast in August, 1883. The original forge company became a large buyer of steel ingots and billets from the new concern, which was in turn dependent on the forge company for repairs, machine work, and the important parts of its general plant. The natural dependence and community of interests led to the amalgamation of the companies, which was accomplished in 1889, the joint enterprise being known as the Nova Scotia Steel and Forge Company, Limited.

ment and ready for operation in 1892. The first blast was blown in on August 6 of that year, and the furnace and other plant were operated under the management of the new company until December, 1894.

INTERESTS CONSOLIDATED

The old amalgamated company was the chief consumer of the pig iron produced by the new company, and the obvious community of interests suggested the advisability of another consolidation. The change was along the natural course of producing instead of buying, another line of raw

material, and getting one step nearer to nature's bounty as a source of supply. From purchasing scrap iron the managers had turned to digging ore, coal and limestone from quarries and mines. The amalgamation of the two companies was effected in January, 1892, by the organization of the Nova Scotia Steel Co., Limited, which purchased outright the entire interests of both. Taking over the extensive coal areas of the General Mining Association, the firm became the Nova Scotia Steel and Coal Company, Limited.

ITS IRON RESOURCES AND PLANT

At present the company produces all its pig iron at its Ferrona furnaces; one stack 65 x 15 blown in in 1892. The ores are local brown and red hematite and wabana from Newfoundland. Two furnaces, each 75 x 18 feet, are to be built at Sydney as well as coal washing and coke oven plants. The company produces all its coke by the Bauer process.

SEVERAL SOURCES OF ORE.

In iron making particularly, no blast furnace is run on one ore exclusively, a mixture of ores being almost invariably necessary. In this connection the Nova Scotia Steel & Coal Company, Limited, is particularly fortunate in owning several valuable and extensive deposits of ore within easy reach. These include the famous Wabana Mine on Bell Island, the ore deposits on the River Pictou, and several properties in the County of Colchester. Of the Colchester properties special mention may be made of that of Brookfield,

on the Intercolonial Railway, about forty miles from Ferrona. This is a deposit of low phosphorous, brown hematite ore, containing over 50 per cent. of metallic iron, and free from all deleterious elements. Work is now in progress on this deposit, and development is proving that it is far greater in extent than was ever anticipated.

BELL ISLAND IRON WORKS

At Bell Island, Newfoundland, which is owned in freehold by the Nova Scotia Steel and Coal Company, Limited, nature seems to have made a special effort to place one of her richest treasures within easy reach of this growing Dominion. And a glance over the splendid equipment of modern mining and quarrying appliances and the cable tramways, chutes, and endless conveyors for loading vessels, shows that nature's work has been ably supplemented by human ingenuity and enterprise. Quarrying is so easy that the capacity of the company is 3,500 tons per day, at the low rate for mining and removing of 37 cents per ton. The shipping pier accommodates modern freight steamers of the largest class, with a draught of water up to 28 feet, and vessels of from 6,000 to 7,000 tons capacity are loaded at the rate of over 2,000 tons per hour. Considerable ore is being exported, but this export will gradually fall off as steel manufacture increases in Canada.

THE STEEL PLANT

Thus we see that the raw material for the steel plant at New Glasgow is within the company's own hands and costs nothing

beyond the actual outlay in production. About seventy per cent. of the charge for the steel works comes from the company's smelters at Ferrona; the coal comes from the Sydney mines; a blend of iron ore that can be used directly and without any preparatory process, supplied by the company's mine at Brookfield, some fifty miles away; scrap, purchased all over the neighborhood, limestone from the company's quarries on the East River, for use in the furnace operated by the acid process, and dolomite, also from the company's quarries, used to make the bottoms in furnaces employing the basic process.

A small proportion of the products are sold in the unfinished state. Even steel ingots, valuable as they may be, are not exported nor sold to other manufacturers, but go to the reheating furnaces and rolling mills, finally passing through the foundry and machine shops, emerging in the form of steel shafting, car axles, boiler plates, angle iron, rails, merchant bars, machinery steel, goods, turned, filed and fashioned for various uses.

In the steel works, there are twelve forge fires, ten coal and five gas heating furnaces, six trains of rolls, five hammers and four open hearth steel furnaces.

At the annual meeting of the directors of the Nova Scotia Steel & Coal Co., Limited, in Montreal, a few days ago, it was shown that the profits of the company last year were \$508,936. A dividend of 8 per cent. was paid on the preferred shares, and of 4 per cent. on the common shares.

CANADA IRON FURNACE COMPANY

OFFICERS:

Managing Director and Treasurer	GEO. E. DRUMMOND
Secretary	T. J. DRUMMOND
General Superintendent	J. J. DRUMMOND

CAPACITY:

RADNOR FORGES FURNACE	10,000 tons pig iron
MIDLAND FURNACE, No. 1	45,000 " "

THERE are no more ardent believers in the future of the Canadian iron and steel industry than the Drummond brothers, Messrs. Geo. E., T. J. and J. J. Their firm has been one of our largest producers of pig iron in Canada and now have two furnaces, one at Radnor Forges, Que., which was built and blown in in 1891, and the other at Midland, Ont., blown in in 1900. The total capacity is 55,000 tons per annum.

THE MIDLAND FURNACE

The Midland furnace is situated on the shore of Midland Bay, immediately opposite the town, with a perfectly sheltered harbor, safe at all seasons of the year. The property upon which the furnace is built is about 100 acres in extent, with a splendid water front on the bay, the works being erected in immediate proximity to the water.

The furnace water front is available for vessels of large size, and is about 450 feet long, with a depth of water alongside of 21 feet 6 inches. The wood wharf in front of the charcoal kilns has a length of from 800 to 1,200 feet. The docks are fitted with Brown elevators of modern type that unload the ore and other necessary material from the vessels and deliver directly into the stockhouse.

A FAVORABLE LOCATION

Midland as a location for the furnace is unsurpassed, being in very close touch, by direct water route, with the iron mines of Lake Superior, and the furnace can draw its supplies with equal facility from either the Canadian or American mines. Vessels plying from Lake Superior to Midland can do almost double service, as compared with boats plying to Lake Erie and Lake Ontario

ports. Midland is also splendidly situated for serving the Ontario and eastern markets with iron products.

THE FURNACE

The furnace is 65 feet x 12 feet, and capable of producing from 100 to 150 gross tons of iron per day. It is modern in every respect, being provided with hoist, water jackets and all fittings. There are three stoves, 16 feet diameter and 65 feet high, known as two-pass stoves. They are first-class in every respect, the whole resting upon a large and substantial stone foundation, laid in cement.

The furnace cast house is 40 feet wide by 150 feet long, the floor of which is 5 feet above yard level. The walls are entirely of brick (heavily built) 20 feet high, with roof of steel.

The boilers are eight 50 h.p. flue boilers,

and supply steam for all requirements. The boiler house consists of iron columns, with steel roof. Between columns is built in with brick work, and boiler house is erected immediately adjoining the engine room, so that the engineer on duty can at all times have two boilers under his eye. The engine house is a brick structure, with fireproof



MR. GEO. E. DRUMMOND
MANAGING DIRECTOR OF THE CANADA IRON
AND FURNACE COMPANY, LIMITED

roofing. The building is provided with steel beams for the purpose of handling any portion of the engines or machinery situated in the building. The blowing engines, made by the Roger Machine Co., of Columbus, Ohio, are first-class in every respect, each one being capable of supplying in itself sufficient blast to the furnace. They are thoroughly well finished and fitted out with all requirements, including patent water heaters for boiler feed. There are two large duplex pumps for circulation and fire purposes. One duplex for boiler feed purposes. All pumps are more than ample for requirements. The chimney is built of steel 10 feet diameter, 170 feet high. The foundation is built of stone 20 feet high, and is exceptionally strong. The chimney is first-class in every way, and is lined with fire-brick. The inside diameter is 8 feet 6 inches.

WORKSHOP

The workshop is a brick building 30 feet by 60 feet. One end contains blacksmith's shop, separated from the machine and carpenter shops by an 8-inch brick partition wall. In the blacksmith shop is situated a locomotive-type boiler, with engine attached,

for the purpose of providing power for the shops, also for heating in winter if the furnace should be shut down. The remainder of the building will be used for machine shop and carpenter shop, and in the latter is situated necessary wood-working machines, such as saw table, jig saw, and buzz planer. The machine shop is also equipped with the usual tools required for furnace use, such as pipe cutting and screwing machines, lathe and drilling machines, iron sawing machines for cutting samples, etc.

WATER TANK

The water tank is steel, 12 feet diameter, 40 feet high, situated immediately above the office on the highest point of the adjacent hill and about 70 feet above the water level. The present intention is to pump all water for requirements to this tank, and supply furnace and buildings generally directly from the tank, the total water supply for the plant being taken from the bay immediately in front of the works.

CHARCOAL KILNS

The charcoal kilns consist of 65 cord kilns, and are built in a double row, parallel and in close proximity to the water front. Each kiln is built on a solid stone foundation. Between two rows of kilns run a wooden trestle, with railway, for the purpose of delivering loaded cars to the kilns.

The company's railway, which connects with the line of the Grand Trunk Railway at the edge of the furnace property, extends from one end of same to the other, and is owned and controlled by the company.

RADNOR FORGES FURNACE

The works at Radnor Forges were first acquired because it was found that the iron produced from the bog and lake iron ores of the Three Rivers district was unequalled in quality by any charcoal iron made in either Sweden or the United States, more particularly for the manufacturing of chilled castings, such as railway car wheels, chilled rolls, chilled castings, for land fortifications, etc. The Radnor Forges were purchased together with important water-powers on the St. Maurice river, and the extensive and valuable ore deposits of the Three Rivers district, including the lake iron ore deposit at Lac-a-la-Tortue, unquestionably the largest deposit of like nature in the world, and which affords a never-failing supply of ore. In addition to this were acquired large timber areas. The present furnace was built at Radnor Forges in 1892, thus resurrecting an industry of great historic interest, for Radnor Forges was the legitimate outcome of the iron industry established at St



MIDLAND FURNACE OF THE CANADA IRON FURNACE CO.

The stock shed for ore is about 80 feet x 200 feet, and is provided with trestle work for railway cars, also an overhanging roof facing water front for the purpose of permitting the Brown elevator to deliver ore underneath the roof. The foundation is of stone, with suitable superstructure,

Maurice Forges, in the days of Louis Quinze, and carried on for many years by the Imperial Government of France, and later by the British Government, at one time supplying all the iron requirements of the colony. The capacity is 10,000 tons a year.

THE HAMILTON STEEL & IRON CO., LIMITED

OFFICERS:

President - - HON. A. T. WOOD
General Manager - C. S. WILCOX
Secretary and Assistant Gen. Manager,
ROBERT HOBSON
Treasurer - - W. A. CHILD

CAPACITY:

PIG IRON - - 65,000 gross tons
STEEL INGOTS - 18,000 "
STEEL BARS - 12,000 "
CUT NAILS - 100,000 kegs
OTHER PRODUCTS 27,000 tons
Employs 900 hands



FURNACE OF THE HAMILTON STEEL AND IRON CO.

with an outlet for its product, and the other with a source of its raw material.

There is one stack, 75 x 16, built in 1894-5, and blown in, December, 1895. It is provided with one Roberts and three Gordon-Whitewell stoves, and has a capacity of 65,000 gross tons. While in 1897 only about 10 per cent. of the ore used was Canadian, this proportion has since increased to 75 per cent. The fuel used is Reynoldsville coke. The steel department is furnished with two open-hearth 15-ton basic furnaces; they were added in 1900, and the first steel was made May 15, 1900. The product is 18,000 gross tons steel ingots. While much of the pig iron produced is used in the puddling furnaces and open-hearth steel plant, about 50,000 tons are sold annually. The plant is well situated and there is no reason why it should not flourish like unto its United States neighbors about the shores of Lake Erie.

ROLLING MILL DEPARTMENT

In the rolling mill department there are three mills, two at Hamilton, and one at East Hamilton. The Hamilton mills were built in 1861, and are now provided with two bushelling furnaces (one single and one double), four double puddling furnaces, nine coal heating furnaces, five trains of rolls, four hammers and 45 cut-nail machines. The product is bar and band iron and steel, fish plates, nail plates, forgings, cut nails, rivets and washers. In the East Hamilton mill, which was built in 1900, there are one coal heating furnace, and two trains of rolls; the product is 12,000 gross tons of steel bars.

This concern is one of the most flourishing of our Canadian iron and steel industry beginning with the raw materials in a low state and carrying them to a high state of manufacture.

THE Hamilton Steel and Iron Co., Limited, was formed in July, 1899, with an authorized capital of \$2,000,000, to

take over the plants of the Hamilton Blast Furnace Co., and of the Ontario Rolling Mills Co. This furnishes the one company

CRAMP STEEL COMPANY, LIMITED

OFFICERS:

President C. D. CRAMP
Vice-President J. W. ALLISON
Secretary and Treasurer J. A. CURRIE
Manager F. S. EVANS

CAPACITY:

PIG IRON 75,000 tons per annum
STEEL INGOTS, BLOOMS, Etc. . . 100,000 tons per annum
FINISHED PRODUCTS 200,000 tons per annum

A CORPORATION that is destined to wield a powerful influence in the iron and steel trade of Canada at an early date is the Cramp Steel Co., Limited, whose works are quietly and steadily approaching completion at the town of Collingwood. This corporation's shares have not been listed on the stock exchange, and consequently it is not, perhaps, as well known to the public as other corporations of its class in Canada, but it is announced that inside

of three months the company will have an output of one hundred tons of steel daily.

This company was organized a little over a year ago, and includes among its directorate some of the best known financial and industrial leaders of the United States, in addition to some noted Canadians. Among them are such gentlemen as Dr. Seward Webb, who recently purchased the Canadian Atlantic Railway; Col. A. B. Chandler, President Commercial Cable Company; H.

L. Burrage, of Boston; Major Collins, of Brazil, Indiana, a director in the Republic Iron and Steel Company; William M. Cramp, late General Manager of the Cramp Ship Building Co., Philadelphia.

COLLINGWOOD AS A SITE

At a first glance it may appear strange that this company should select Collingwood for a site for works of such magnitude, but if the situation is scanned closely it will be seen that the town has advantages as to

shipping possessed by few other places in the Province, because the raw material can be assembled there as cheaply, if not cheaper, than at almost any other place in the Province, whilst access is to be had to the consumers with perfect freedom at all seasons of the year. Those who look to the future of Canada unhesitatingly say that the North-West Territories will be the great consumers of iron and steel, just as the western States keep the Pittsburg mills busy, and the growth of the western States and their close proximity to the Pittsburg market caused a decadence of the iron and steel trade which once flourished on the Atlantic coast of the United States. Be this as it may there is no question but Collingwood is well situated, because it is central and in many respects resembles Pittsburg and Cleveland.

and are free from checks or blemishes of any kind. The quarry has over 700 feet face.

PARTICULARS OF PLANT

The plans of the company, which have been fully developed and are now being carried out in detail, project the building of a two hundred and fifty ton blast furnace with complete equipment, docks for the handling of the ore and coal, casting machine for the casting of pig iron, of the most modern and scientific description. The Bessemer plant, now in course of erection, will take care of the pig iron of the blast furnace. This Bessemer plant will consist of three cupolas, two seven ton converters with the necessary cranes and fittings. The Bessemer converting plant will be installed in a steel building, 100 feet long by 100 feet wide by 30 feet high. The blow-

that this part of the plant will be in operation by the middle of July next.

GAS RESOURCES

Adjoining this, there will be another building containing a gas producer plant, making producer gas for the steel and heating furnaces. Natural gas is found in considerable quantities in the town of Collingwood. One well has provided heat, light and fuel for one of the largest dwellings in the town of Collingwood for over sixteen years. Recently the Collingwood Meat Company drove a well two hundred feet on their property, which now provides them with sufficient gas to run the branders in the packing house, replacing gasoline. A well was drilled six months ago by the Bulletin Printing Company alongside their building, which has since provided sufficient gas to operate their type setting machines. Several weeks ago Capt. P. M. Campbell drove a well at his dwelling house in town, which showed an initial pressure of one hundred and sixty pounds to the square inch, and now shows a constant pressure of sixty pounds. It is also possible that the Steel Company will sink four or five wells near the town, and the probability is that they will secure sufficient gas from these wells to run the open hearth steel plant, thus obviating the necessity of using coal for the manufacture of steel. It is altogether probable that a subsidiary company will be organized for this purpose, as natural gas has been found within a radius of fourteen miles of the town.

A WELL ARRANGED SYSTEM

The ingots from the bessemer and open hearth steel plant will be delivered by means of narrow gauge tracks in the soaking pit building, which will be of stone. The bessemer plant building, soaking pit building, and the blooming train building, will form one continuous run of buildings. The pit furnace building will be of stone, 70 feet long, 50 feet wide, and 30 feet high, which will contain soaking pit furnaces for the heating of the ingots. The ingots from the bessemer building and the open hearth building will be handled by hydraulic cranes of an entirely new system. The engineers have devised the plant so as to do away with the pouring of the ingots in a pit, which has been one of the most disagreeable operations in connection with steel works. The ingots will be poured on cars, and these cars will run to the soaking pit buildings, where they will be stripped before being placed in the soaking pits. The layout in this respect will be superior to anything of the kind yet devised in steel practice, as far as convenience and economy are concerned. The ingots will be delivered from the soaking pits to the live rollers of the blooming train, where they will be rolled into billets and slabs. This blooming mill will be housed in a building 210 feet long, 50 feet wide, 30



BOILER HOUSE OF THE CRAMP STEEL CO., COLLINGWOOD, IN COURSE OF ERECTION

THE BUILDINGS

This article is intended to deal chiefly with the works of the company now in process of construction. In the first place the buildings with one or two exceptions will be entirely of stone with sheet steel roofs. The contract for the roofing has been let to the Metal Shingle and Siding Company of Preston. The stone used in the construction of the buildings is obtained from the company's own quarries, which are located about three-quarters of a mile from the works and which will supply limestone for fluxing purposes as well as building stone. These quarries are said to be equal to the noted quarries at Longford, Ontario. The beds of Trenton limestone uncovered vary from nine inches to three feet in thickness,

ing engines for the Bessemer plant will consist of two 32-inch by 48-inch by 84-inch compound upright engines, which will be in a steel building adjoining. This part of the plant will have a capacity of turning out eight hundred tons of steel per day if necessary. Adjoining this building to the north of it there is being erected a steel building 100 feet long by 102 feet wide by 30 feet high, which will contain two twenty ton open hearth steel furnaces for the manufacture of open hearth steel. This plant will be so arranged that the number of open hearth steel furnaces can be increased without interfering with the rest of the works. The capacity of the open hearth steel plant will be about one hundred tons of steel daily, and it is expected

feet high, built of stone. The rolls, which will handle 22 x 22 inch ingots, will deliver the billets to a hydraulic shear, which will cut them and deliver them on cars to be conveyed to the bar mill adjoining

THE BAR MILL

The bar mill, which is rapidly approaching completion, will be steel clad on stone foundations. It will be 194 feet long by 110 feet wide. This mill will contain three trains of rolls, capable of breaking down and rolling flats, squares, beams and angles from 6 feet to $\frac{3}{8}$ inch. The power for the rolling mill and steel plants will be provided by twelve large boilers, which will be installed in a stone building 162 feet long by 70 feet wide and 25 feet high. This building is nearly completed and will be finished in about three weeks. In addition to the above the company will have its own machine shop, blacksmith shop, with lathes, planers and all necessary appliances for repairing the plant, together with a crushing and drying building, laboratory, office, etc. The company expect to put into commission during the summer the rolling mills and open hearth steel plant, which can be finished quicker than the blast furnace. This portion of the plant will have an output of between eighty and one hundred tons per day and will enable the company to earn dividends on its low capitalization almost immediately. Arrangements have been made for the ore for the furnaces and the necessary coke. The company has a good iron property of its own near Sundridge, which possibly contains the finest iron yet found in the Province. Already some eight thousand tons of ore are mined and on the dump ready for shipment. During the summer the extent of the ore body will be prospected with a diamond drill, and machinery plant installed.

The machinery for the steel plant has been purchased, such as converters, blooming train, and everything complete even to a locomotive which the company will employ around the works. Plans for the furnace have been prepared by Mr. Walter Kennedy, of Pittsburg.

In every department provision has been made, in laying out the plans, for future extensions to the quadrupling of the output. The land has been provided by the town, together with the water frontage. It is the intention of the company, in addition to producing merchant bar and billets, to add a structural mill for rolling structural shapes, so as to absorb all the product of the plant and turn it into finished material.

DESERONTO IRON COMPANY

OFFICERS:

President	WM. GERHAUSER
Vice-President	F. A. GOODRICH
Sec.-Treas.	F. B. GAYLORD

CAPACITY:

11,000 tons of Lake Superior Charcoal pig iron, for malleable castings and car wheels.

ALTHOUGH the plant of the Deseronto Iron Company, Limited, is comparatively small, yet its capacity was large enough to earn \$27,468 in iron bounties last year.

The furnace was built in 1898, and blown in in January, 1899, so may be classed

local ore. Consequently the product is known as Lake Superior Charcoal Pig. The ores are received by vessel at the company's dock, which is provided with a three-hatch McMyler steam hoist, and an automatic conveyor to transport the ore to the dump.



DESERONTO IRON CO.—EXTERIOR VIEW OF FURNACE

among our new concerns. Its stack is 61 feet over all, and the diameter of the bosh is 9 feet 6 inches. The hot blast is an iron pipe stove, and the blast is supplied by one upright blowing engine. The furnace buildings are brick, and brick and frame sheathed with iron and gravel-roofed.

The furnace has been continuously in blast since it was started, and has been producing about 1,000 tons of pig iron per month. Last year's gross product was 11,000 tons, about 50 tons daily. The fuel is charcoal, supplied by the Rathbun Co. from kilns and retorts located at Deseronto. The ores used are principally Lake Superior hard and soft hematites, with a small percentage of

The iron produced in this plant is used almost entirely in the manufacture of malleable castings and car wheels, but it also goes into general foundry work where exceptional strength and density in castings are desirable. The iron is sold throughout Canada, principally in Ontario, but it is also exported in small quantities to Great Britain and continental Europe, the proportion exported having gone as high as 25 per cent.

The officers of the company are Wm. Gerhauser, President; F. A. Goodrich, Vice-President; F. B. Gaylord, Secretary-Treasurer.

GRANTHAM IRON WORKS

THE Grantham Iron Works, the property of John MacDougall & Co., Montreal, are situated at Drummondville, Drummond county, Que. The plant consists of two stacks.

The Grantham stack was built in 1880, and went into blast in the fall of the same year. The St. Francis stack was built in 1881, and went into blast early in 1882. Both these stacks were built for the production of car wheel iron. The ores used are lemonite or bog ores, and are mined in the vicinity. The wood also is procured in the neighborhood, and is converted into charcoal in rectangular kilns in the works. These kilns contain 80 cords each. No by-

concrete, brick and steel. The chimney rises 216 feet above the foundations. At the base is situated the power house, in which will be installed a large battery of boilers, steam engines, electric generators, etc. Electricity will be used generally throughout the building, but hydraulic and compressed air lifts will be utilized for chipping, riveting, etc.

TO BUILD SHIPS AT HALIFAX

It is said that the prospects are bright for the establishment of a shipbuilding yard at Halifax. The promoters are quite enthusiastic, and one of them has been optimistic enough to say:

"The yard will be extensive enough to en-

Nova Scotia has already voted \$100,000, the town of Dartmouth will also contribute \$100,000, and Halifax may be expected to help the enterprise in like manner.

NEW BEET-SUGAR FACTORIES

AT BRANTFORD

Brantford, Ont., is working for a sugar factory, and a letter from a representative of a large United States firm has been received by Joseph Stratford, and is in the hands of the Mayor. It states that if \$100,000 is subscribed locally, the firm will furnish \$500,000 to put up a \$600,000 beet-sugar plant. A guarantee of 5,000 acres of land for sugar-beet growing will also be required.

AT WHITBY

F. Howard Annis, of Whitby, was in New York a short time ago seeking to interest United States capitalists in the beet sugar industry of Ontario, and he reports that a number of Wall street magnates have become interested, and have guaranteed an expenditure of \$750,000 towards the erection of a sugar refinery at Whitby. Mr. Annis has been empowered to make contracts with the farmers for the supply of sugar beets.

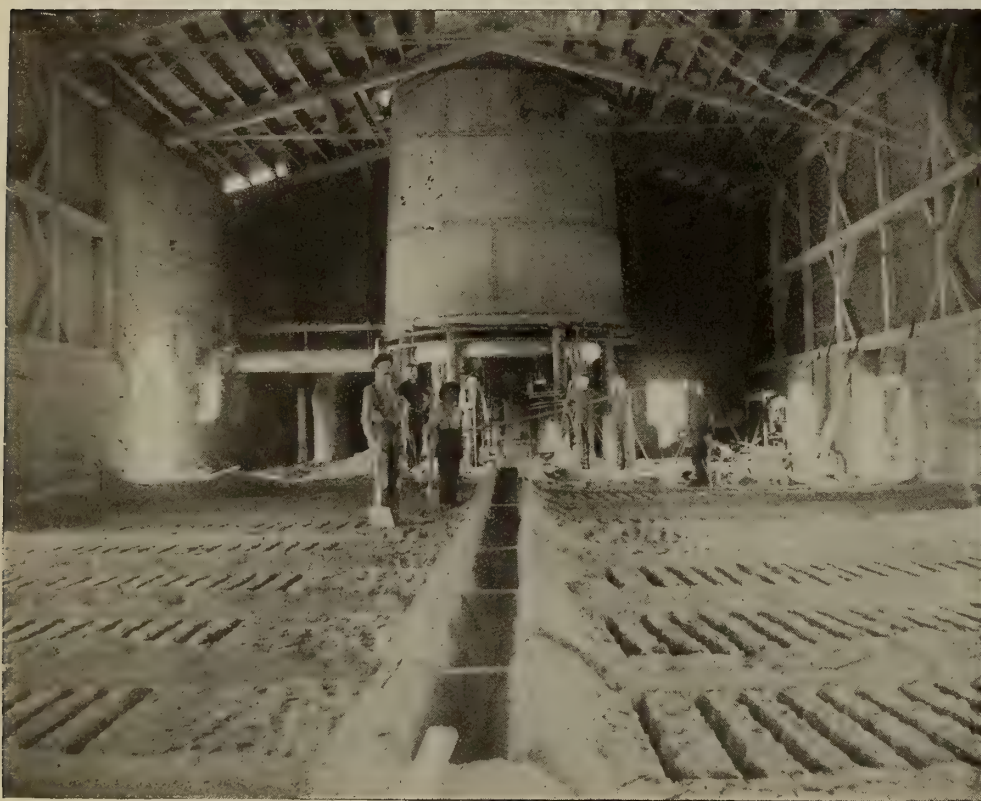
AT GALT

Galt, Ont., failed to secure the erection of a sugar factory there for 1902, but efforts are now being made to secure a refinery for 1903. The beet-sugar factory committee appointed by the Galt Board of Trade have reported to that body that they are at present in negotiation with two United States firms for the erection of a 500-ton factory in 1903, and the securing of it is now practically assured. A free site and tax exemption for a number of years will be given by the town, \$100,000 will be subscribed by local capitalists, and \$500,000 by the American concern.

In connection with this factory a company has been formed by a number of Galt citizens to grow sugar beets. Ten members constitute this concern and 100 acres of land have been rented from various farmers around that town. Men will be hired to work this land.

A meeting of the British Columbia Manufacturers' Association and the British Columbia Lumbermen's Association, which is the title of the loggers' association, held a conference in Vancouver on March 10. The discussion of the official log-scaling bill, which has been introduced in the provincial government, was gone into, and as a result of the meeting, some changes have been recommended from the original draft. The Bill provides that the logs be graded into three classes and officially stamped.

Catalogues have been received from A. R. Woodyatt & Co., Guelph, on lawn mowers, and from the Geo. B. Meadows, Toronto, Wire, Iron and Brass Works Co., Limited.



DESERONTO IRON CO.—INTERIOR VIEW

products are made, the whole output being high-grade car-wheel iron, which is manufactured into wheels at the company's works in Montreal. The power for driving the blowers and other machinery is got from the River St. Francis. The output of pig iron is about 5,000 tons yearly from the two stacks

THE CANADA FOUNDRY COMPANY

The Canada Foundry Co., Toronto, are erecting a mammoth manufacturing plant, which includes machine shop, foundry, structural iron works, blacksmith shop, power house and pattern vault. An engineering and draughting building and pipe foundry will shortly be added. The buildings are all fire-proof, being constructed of

able us to lay down a keel 700 feet long. There is no longer any doubt that Halifax is even a more suitable place for the plant than Sydney. Mr. Hunter, of the firm of Swan and Hunter, after looking over the situation, expressed himself in favor of Halifax, and at present there is no reason why the plant should not be in operation in two years time. At first, perhaps, the boilers and engines will have to be made elsewhere, but it will not be very long before a completed ship will be turned out."

"I am just on my way to Ottawa now, and will try to get the Government to pass a measure granting assistance for a term of years, long enough to establish the industry, in order that it may hold its own against outside competitors. The legislature of

TO CULTIVATE THE WESTERN TRADE

While approving of the campaign the Canadian Manufacturers' Association is undertaking to overcome the prejudice which exists in this country against home manufactures, the *Winnipeg Commercial* urges that the manufacturers should make an exhibit at the Winnipeg Exhibition. The editorial reads as follows :

"One plan, we understand the manufacturers propose, is to arrange for a permanent exhibit of home manufactured goods in Toronto. This may be all right in itself, but alone it will not bring about the desired result. An exhibit at the large exhibitions throughout the country would undoubtedly be seen by a great many more people than would visit a permanent exhibit in any city. In this connection we would like to draw the attention of the members of the Canadian Manufacturers' Association to the Winnipeg Industrial. The Winnipeg Industrial is the great annual event of the West. Each year it draws a great throng of people from every part of the West. The annual exhibition of this Winnipeg Association brings together yearly more people than congregate at any other time at one place, anywhere in the West. Last summer, notwithstanding the very unfavorable harvest of the preceding season, about 90,000 visited the exhibition. The population of the West is now increasing very fast. Here the home manufacturer has the greatest field for increasing his trade. The market is extending far more rapidly here than it is in the older provinces of the East. In fact the West must be the main hope for the Canadian manufacturer who is desirous of increasing his trade. We can conceive of no better plan for undertaking the work of eradicating the prejudice against home manufactures, than to begin at the Winnipeg Industrial. This, we believe, would be better than a permanent exhibit in any city. There are other important exhibitions held annually in the West, at which an exhibit could be shown, if it were desired to follow up the matter in this way. If the Manufacturers' Association or any of its members should decide to undertake an exhibit for the Winnipeg Industrial, no doubt very favorable freight rates could be made with the railways. The exhibition this year will be held from July 21 to 25 inclusive. The manager of the association would undoubtedly be glad to furnish any information desired by manufacturers.

"The Canadian Manufacturers' Association is now represented on the board of management of the Winnipeg Industrial Association. Mr. E. L. Drewry, one of our most esteemed citizens, and also one of our largest manufacturers, was elected a director of the exhibition association, especially as a representative of the Canadian Manufacturers' Association. This is sufficient to show that manufacturers who con-

template exhibiting will receive every consideration from the Exhibition Association.

THE UNITED STATES ACTIVE

"A report recently came from St. Paul, Minnesota, to the effect that the manufacturers of that city were looking to western Canada as a good field for pushing their business. The large influx of population to Western Canada and the rapid expansion of our cereal production, has attracted the attention of the business people in the cities to the south of us to a marked extent of late. Their papers are almost daily producing articles relating to western Canada, its development and trade possibilities. The report from St. Paul, just referred to, said that the manufacturers were considering the advisability of placing an exhibit of their wares in Winnipeg with the object of developing trade here. Our friends in the east will see from this that others are alive to the importance of cultivating this field for trade, and that it will not do to allow the territory to go by default."

HIGHLY SATISFACTORY REPORT

A special meeting of the shareholders of the Dominion Iron and Steel Company was held in Montreal on May 1, to authorize the issue of \$5,000,000 of additional common stock.

The managing director, Mr. James Ross, in his report stated that the blooming mill had been working satisfactorily since it had been started, and all the products of the open hearth furnace had been turned out in excellent condition. It had been found necessary to make a number of changes in the design of the blast furnaces, but the fundamental problem has been solved. The ore, the coke and the limestone will make a product of the best quality.

By the end of the year the company should be in a position to turn out steel of the best quality at a satisfactory profit. The company is now turning out 1,000 tons a day, but in another few months it should be in full working order.

SPECIMENS FROM THE WEST INDIES

Mr. J. F. M. Stewart, the assistant secretary of the Association, has brought with him from the West Indies specimens of a large number of different kinds of articles which are in every day use on sugar and coffee estates in the tropical islands.

These specimens consist of such articles as brushes, buckets, leather belting, bed sacks, sheets and blankets for hospital use, enamelled and galvanized basins and cups, agricultural forks, spades, blinds, bridle and bit, mule collar, English sole leather and saddlers' felt, hinges, lantern, padlocks, sewing twine, barb wire, matches, chain, and numerous other articles.

These specimens will be kept in the rooms of the Association and will always be avail-

able for inspection by the members. The prices paid f.o.b. port for the different articles may also be obtained.

NOW ADMITTED FREE

In response to a petition from the Canadian manufacturing jewellers, the Minister of Customs, Mr. Wm. Paterson, has issued the following order :

"Split pearls (so called) or pearls with the waste or worthless parts cut off, but not polished, set, pierced or otherwise manufactured, may hereafter be entered free of duty under Tariff item No. 525, until otherwise provided."

These pearls, which are really a raw material to jewelers, were formerly dutiable to the extent of 20 per cent. at some ports.

Mr. Alonzo W. Spooner, Toronto, has taken an interest in the business of the Grant-Hamilton Oil Co., Limited, Toronto. The business will be continued in Port Hope as usual.

Mr. Peter McMichael of the James Robertson Co., St. John, N.B., has been appointed to the position in the Dominion Radiator Co. made vacant by the resignation of Mr. John M. Taylor.

The Waldron-Drouin Co., Montreal, has applied for incorporation with \$90,000 capital, to manufacture hats, caps, etc. The applicants are Alfred Eaves, F. B. Drouin and S. G. Waldron.

The carriage factory of A. C. Lariviere, Montreal, was damaged by fire recently to the extent of \$2,000. The company is being reformed with increased capital and a new and larger factory will be erected.

The Ross Rifle Co., Ottawa, has been incorporated with \$2,000,000 capital, to manufacture guns, rifles, ammunition, ordnance, etc. The incorporators include Sir Thomas Shaughnessy, D. D. Mann and Frederic Nicholls, Toronto.

Mr. A. T. Darragh has notified the trade that the partnership heretofore existing between A. T. Darragh and N. R. Lindsay, carrying on business in Toronto under the firm name of The Dominion Show Case Co. has been dissolved, and that he will continue the business himself under the style, The Canadian Show Case Co. at 102 Adelaide st. west.

Mr. J. O. Thorn, of the Metallic Roofing Company, Toronto, is in Winnipeg opening up a branch of his business. He is looking for a site on which to erect a substantial warehouse, and is taking a staff of several men from Toronto to look after the further development of the western trade. Last year's sales in the west were double those of 1900, and the sales during the present season promise to be twice as large as those of 1901. While in Winnipeg Mr. Thorn will investigate conditions, and favor the Canadian Manufacturers' Association with a report on his return.

FOREIGN TRADE NEWS.

TRADE ENQUIRIES.

NOTE.—For further information regarding any enquiry mentioned on this page, or the names of enquirers, apply to the Secretary, at Toronto.

Agencies.—An established firm in London, England, is desirous of obtaining the sole agency for the United Kingdom of one or two first-class Canadian manufacturers. Their connection is among large stores, wholesale oil and color men, druggists, general merchants and shippers, paper makers and manufacturing stationers, etc.

A London firm of agents wishes to get in touch with Canadian exporters of pork. They have been doing a large trade in Irish and English pork and a small trade in Dutch pork, but they feel they could better themselves by handling the Canadian article.

A Bristol, England, house wishes to secure the names of exporters of cheese, butter, canned apples and other fruits, pea-fed bacon, canned meats, corn flour, corn starch, etc.

A gentleman in Wolverhampton, who is at present acting as agent for a Belgian iron and steel works, and who has a thorough knowledge of the hardware trade, particularly of builders' ironmongery, wishes to secure agencies for Canadian manufacturers of locks, latches, door furniture, brass foundry, etc. He has a twenty years personal connection with the best British buyers from home and export markets.

An agent in Constantinople, Turkey, wishes to represent Canadian exporters of pork and meats, nails, tacks, bolts, screws and nuts.

A Sheffield firm is seeking agencies for the following Canadian goods for the English market:—Bicycles, furniture, freezers, organs, washing machines, wringers, chairs, clothes pins, enamelled ware and wooden novelties.

A salesman with good connection in the north of England desires to be put in touch with shippers of chilled meats and pork from Canada.

A firm in London desire to undertake the representation of Canadian firms exporting produce, woodenware, office furniture, etc., for the English market.

A London firm which is of the opinion that Canadian manufacturers of glass could sell their products for export to Australia, India, Africa, as well as to the home market, would like to be placed in touch with our manufacturers.

A London firm which has been established for eight years as manufacturing agents and is now representing various continental houses is desirous of securing one or two good Canadian agencies for canned goods of any description.

Bacon.—An Irish house desires the names of a number of Canadian producers of bacon.

Basswood.—A London importer desires to be placed in connection with Canadian basswood mill owners open to ship large quantities of panels for piano key makers, panels to be 48 x 18 x $\frac{7}{8}$ inch.

Boxes—Pasteboard.—A house in Limerick, Ireland, wishes quotations on 250,000 one pound paper butter boxes, required quite flat for printing. Samples have been forwarded.

Butter.—A firm of high class grocers and provision merchants at Cape Town desire to get in communication with Canadian exporters of butter.

Caskets and Coffins.—A London agent wishes to hear from Canadian manufacturers exporting caskets and coffins.

Cotton—Silicate.—Enquiry is made for the names of makers in Canada of silicate cotton for export by an English firm who can take large quantities.

Cotton Waste.—A firm in Copenhagen, Denmark, wishes to buy cotton waste in Canada for cleaning purposes.

Dairy Produce.—An important shipping firm of merchants, salesmen and agents in London, having every facility for turning over good stock, desire to be placed in communication with some important Canadian shippers of dairy produce.

Feed.—A general commission merchant in Germany would like to get in touch with Canadian exporters of feed products, such as bran, etc.

Fish, Cod.—An agent in Rio de Janiero wishes to secure Gaspe or Paspebiac cod fish.

Fodder.—A firm of high class grocers and provision merchants at Cape Town, desires to get in communication with Canadian exporters of fodder.

Furniture.—A Lancashire house asks to be furnished with the addresses of leading Canadian manufacturers of bedroom suites, tables, chairs and other furniture.

Gas Coal.—An agent in Rio de Janiero says he can find a good market for 70,000 tons of gas coal per year.

India Rubber Cuttings.—A Liverpool firm of general merchants and importers have asked to be furnished with names of Canadian exporters of india rubber cuttings.

Lumber.—A Barcelona, Spain, house has requested to be placed in touch with wholesale lumber firms having interest in the Maritime provinces of Canada, who require representation in that city.

Molybdenite.—Enquiry is made for Canadian producers and shippers of molybdenite and tungsten.

Mouldings.—A firm claiming a large connection in all parts of the United Kingdom wishes to secure a Canadian agency for white mouldings for pictures, hardwood mouldings for mantels, etc.

Plumbing Supplies.—A London agent wishes to hear from Canadian agents exporting plumbers' and engineers' supplies and accessories.

Pork.—A firm in Smithfield, England, of 50 years standing, wishes to be placed in touch with exporters of pork and pork products.

Poultry.—A merchant in Newcastle-on-Tyne wishes to secure the name of exporters of Canadian poultry. He pays cash against bills of lading.

Produce.—A Liverpool firm of general merchants and importers have asked to be furnished with names of Canadian exporters of produce.

Soles—Clog.—A Limerick firm asks to be placed in communication with Canadian manufacturers of wooden clog soles.

Pulp—Sulphite—A firm in Leith, Scotland, have made enquiry respecting the wood-pulp trade of Canada, as they wish to interest themselves in the importation of sulphite pulp.

Soap—A Bradford, England, house asks for the names and addresses of good firms manufacturing cotton seed oil soap, who are willing to export.

Staves—Oak—A London firm which has an important agency for oak staves has often been asked by its buyers for Canadian oak staves, which are used for other parts of their work. It wishes to be placed in touch with a Canadian manufacturer.

Tar—A Copenhagen, Denmark, firm wishes to purchase tar in barrels.

Turpentine—A Copenhagen, Denmark firm wishes to purchase turpentine in casks.

Wood Pulp—A general commission merchant of Mannheim, Germany, is interested in the importation of wood pulp from Canada and wishes to get in touch with exporters.

An enquiry has been received from Newcastle for the addresses of the leading Canadian wood pulp mills.

Wood—White—A firm of organ makers in London has asked to be furnished with names of shippers of white wood from Canada.

A firm of commission agents in Florence, Italy, reports as follows: "We have every reason to believe that Canadian goods would find a ready market in this country, especially if prices are good and can be quoted c.i.f. Genoa and Leghorn. Our experience shows us that German goods are gradually ousting the British on account of the manufacturers of the latter being unwilling to make trials or appoint representatives on the spot. Several German houses have deposits of their goods either at Milan, Florence or Genoa, consequently they are in an unique position to hold the markets. Canadian manufacturers must be prepared to send a reasonable amount of samples, give prices in Italian ports, and quote francs gold, before any satisfactory evidence can be seen of future business; while hard and fast rules regarding terms of payment before even the goods are seen can only add obstacles already in the way."

THE OSAKA EXHIBITION

The great national Industrial Exhibition which the Imperial Government of Japan will hold at Osaka in 1903, will present some novel and interesting features, to one of which in particular the Imperial Government wishes to call the attention of foreign manufacturers and of the industrial public in general. That is the establishment of a special building for the samples of such articles produced or manufactured in foreign countries as may be of value for purposes of comparison or reference in the way of industrial improvement. The primary object aimed at is thereby to afford the Japanese manufacturers an opportunity of studying the latest products of western invention with a view to the improvement of Japanese industries. But at the same time it will be observed that the establishment of the building in question offers to foreign manufacturers a rare opportunity of exploiting the rapidly developing markets of the far east, for the coming exhibition is sure to attract, besides millions of Japanese, large crowds of visitors from the continental countries of Asia. This matter ought to be of interest to Canadian manufacturers. Intending exhibitors should forward applications to the office of the chief commissioner for the Fifth Domestic Industrial Exhibition in the Department of Agriculture and Commerce at Tokyo, not later than June 30, 1902.

"HOME INDUSTRY"

The Canadian Portland Cement Co., Limited, Deseronto, Ont., has issued a neat and comprehensive brochure, illustrative of their cement works at Strathcona, Ont., and Marlbank, Ont., and descriptive of the many uses to which cement may be put. The work is entitled "Home Industry," and its artistic appearance, its fine letterpress, and its fund of information, should do much to popularize Canadian-made cement with domestic users.

THE CLIFF AUTOMATIC HOSE REEL

Our readers will see illustrated in our advertisements in this issue the Cliff automatic hose reel. This hose reel is one which has many advantages. The fundamental point is that as soon as the reel is unwound the water from the standpipe is coming out at the nozzle, the opening of the valve, which is the centre of the reel, being effected by the unwinding of the hose itself.

In these days when there is so much carelessness, and when insurance rates are bobbing up almost out of reach of the manufacturers, an invention which will place the water on the fire almost the moment it is discovered is of inestimable value.

In addition to this fundamental point, the round reel is the ideal form, as the hose does not rot. It will come off without any hitch, as is so often the case where the hose is put on a rack and doubled over, this doubling over breaks the hose at that point, and at the time of fire, when it is wanted, most of it goes to pieces. Besides this, in the ordinary valve arrangement there is only a small handle, which usually the watchman does not know which way to turn in five cases out of ten, especially in the excitement of a fire.

Then if the hose is run out from the ordinary rack, if there is only a watchman there he has to go back to turn the water on, and then when there is a heavy pressure after getting back to the nozzle it is as much as his life is worth to get hold of it.

We understand that this reel has met with unqualified success in the United States, having been adopted by the United States Government in their public buildings and navy yards, in almost all the large buildings in New York city; among others it was installed at the Pan-American Exposition at Buffalo last summer.

EMPLOYEES' TIME RECORDER

The Employees' Time Recorder has come into general use in the best factories in the States, and Mr. F. E. Came, Montreal, is now introducing it into Canada. Of course, the great object of a recorder of this kind is, that the employee shall record his own time and make a record from which there is no appeal. This machine not only shows when an employee passes in or out but at any time shows who has passed and whether they are in or out without looking at the record. When there is even a need of recording the departure and arrival of messengers, these records at intervals during the day do not, in any way, interfere with the ordinary daily records. The record does not have to be copied, the lapsed time is shown on the record sheet. It is a daily record or a weekly record, at one's option. The record sheet makes conspicuous the irregular employees and shows absentees invariably.

On all other machines it takes as long to make up the time of the men who are regular as those who are late; on this record the irregular ones only are taken and this takes only a twentieth part of the time of the old methods.

The record is always legible. One hundred and fifty men can register in or out within a minute and a half. The clock itself is a fine regulator with full length pendulum and is an ornament to any office.

Mr. C. D. Davies, the representative of several Canadian firms in the West Indies, has been quarantined for several weeks at Barbadoes, which accounts for the stoppage in his orders.

MEMBERS' BUSINESS DIRECTORY.

The attention of Members is invited to the desirability of having a business card inserted under one or more headings in the following columns. Only one inch space is allowed to a firm under one heading, but a firm may be classed under as many headings as are necessary to describe its business. A ready reference to the industries represented in the Association is by this means possible.

ACCOUNT BOOKS.

The Brown Brothers, Limited,

51-53 Wellington West, TORONTO,

Manufacturers of Account Books, Leather Goods, etc. Stationers and Bookbinders.

ACCOUNT BOOK PAPER

The Rolland Paper Company

Quebec, MONTREAL, Toronto

Makers of Account and Ledger Papers, "Super-fine Linen Record," "Canadian Linen Ledger," "Earncliffe Linen Ledger," Grand Prix, Paris, 1900.

AGRICULTURAL IMPLEMENTS.

David Maxwell & Sons,

ST. MARYS, ONT.

Manufacturers of Harvesting Machines, Stock Raisers' Implements and General Farm Machinery.

ARCHITECTURAL & ORNAMENTAL IRONWORK.

Canada Foundry Company, Limited,

Head Office and Works, TORONTO, ONT.

District Offices: Montreal, Halifax, Winnipeg, Vancouver, Rossland.

Beams, Channels, Columns, Angles, Plates. Grills, Fences, Railings, Bank Fittings, etc. Designs sent on application.

ASBESTOS.

The Eureka Mineral Wool & Asbestos Co., 136 Bay Street,

TORONTO.

Asbestos Cement, Paper, Mill Board, Wick, Rope, Pipe and Boiler Coverings, Packings, etc.

AXES.

Dundas Axe Works,

DUNDAS, CANADA.

P. Bertram, Manager.

Manufacturers of all kinds of Chopping Axes, making a specialty of quality and finish.

BAGS.

Dick, Ridout & Co.,

77 York Street, TORONTO.

Manufacturers of Jute and Cotton Bags, Hessians, Twines, &c.

The Canada Jute Company, Limited,

492 William St., MONTREAL.

Manufacturers of Jute and Cotton Bags. Importers of Twines, Hessians, Baggings, etc. Telegraphic address, "Calendar," Montreal.

BANK AND OFFICE FITTINGS.

The Globe Furniture Co., Limited,

WALKERVILLE, ONT.

Manufacturers of Counters, Screens and Metal Work for same; Standing Desks, Dado, Doors and General Interior Finish; Store Fixtures.

The Monetary Times,

TORONTO.

Every reader of "The Monetary Times" is a likely purchaser of anything in the line of Desks, Chairs, Cabinets, Counter Railings, Cages, Partitions, Book Racks or Display Stands. A one inch card costs but \$30 yearly.

BELTING—LEATHER.

The Beardmore Belting Co., Limited,

TORONTO, ONT., 39 Front St. East.

MONTREAL, QUE., 57 St. Peter St.

Manufacturers of Leather Belting, Dynamo and Double Driving Belts our specialty. Write for discounts.

BICYCLE SUPPLIES.

Boston Wood Rim Co'y, Limited,

TORONTO.

Manufacturers "Laminated" and "One Piece Rims" for Bicycles, Motor Carriages, Sulkies, etc. Mud and Chain Guards.

BICYCLES AND MOTORS.

Canada Cycle & Motor Co'y, Limited,

TORONTO, CAN.

Mfrs. of Bicycles, Motor Vehicles, Marine Motors and Launches. Works—Toronto and Brantford. Catalogue on application. Cable address, "Cyclemote" Toronto. A. B. C. and A. I. Codes used.

BILLIARD TABLES.

Samuel May & Co.,

74 York street, TORONTO.

Billiard Table Makers. Billiard and Pool Ball Turners. Billiard Cue Makers. Billiard Cloth Importers.

Send for Catalogue and Price List.

BOILERS—WATER TUBE.

The Canadian Heine Safety Boiler Co.

Esplanade, Opposite Sherbourne St.,

TORONTO.

Water Tube Steam Boilers for all pressures, duties and fuels. Marine and Stationary, from 50 to 600 horse power units.

George Brush,

34 King St., MONTREAL.

Manufacturer of Steam Boilers, Marine and Stationary, and Kingsley Patent Water-Tube Boilers, the best and most economical boiler in the market.

BOOTS AND SHOES.

The Ames-Holden Co. of Montreal, MONTREAL, QUE. Limited.

Boots and Shoes. Sole selling agents for the Granby Rubber Company. Branches—St. John, N.B., Toronto, Ont., Winnipeg, Man., Vancouver, B.C., Victoria, B.C.

J. & T. Bell,

(Established 1814.)

178-180 Inspector St., MONTREAL.

Fine Footwear.

BOX MANUFACTURERS.

G. & J. Esplin,

Office, 120 Duke St., MONTREAL, QUE.

Box Manufacturers,
Lumber Merchants,
Saw and Planing Mills.

BOXES—WOOD.

Barchard & Co., Limited,

135-151 Duke Street, TORONTO.

Manufacturers of Wood Packing Boxes of every description. Wood Printers.

Telephone Main 30.

BRASS GOODS.

Established 1828.

Garth & Co.,

536 to 542 Craig St., MONTREAL.

Brass and Iron Founders,
Plumbers and Steamfitters.
Fire and Water Department Supplies.

The Robert Mitchell Co., Limited, MONTREAL.

Manufacturers of Brass Goods for plumbers, gas and steam fitters. Gas and Electric Light Fixtures, Ornamental Brass and Iron Work.

The James Morrison Brass Mfg. Co., Limited,

89 to 97 Adelaide St. W. TORONTO.

We make and handle everything for Engineers and Plumbers; Gas and Electric Fixtures. Telephone Main 3836.

Brushes, Brooms & Woodenware

United Factories, Limited,

Head Office, TORONTO, CAN.

Operating Boeckh's Toronto Factories, Bryan's London Factories, Cane's Newmarket Factories.

**The MacLean Publishing Co., Limited,
MONTREAL AND TORONTO.**

Brooms and Brushes, &c., of Canadian manufacture should be advertised in "The Canadian Grocer." It is the only exclusively Grocery paper in Canada, and brings manufacturers in close touch with wholesale and retail trade. Drop a card of enquiry to 232 McGill Street, Montreal, or 10 Front St. E., Toronto.

**Meakins & Sons,
HAMILTON.**

Meakins, Sons & Co'y, Montreal.
Manufacturers of Brushes.
Toronto Office, 74 Bay Street.

**Taylor, Scott & Co.,
TORONTO, CAN.**

Manufacturers and Exporters of Brooms, Brushes, Washboards, etc.
Write us for prices.
Cable address, "Woodenware," Toronto,

CANNERS' SUPPLIES.
**The Norton Mfg. Co.,
HAMILTON, ONT.**

Fruit, Paint, Lard and Baking Powder Cans.
Wire and Bar Solder.
Capacity one hundred and fifty thousand cans daily. Correspondence solicited.

CARPETS.
**The Monetary Times,
TORONTO.**

There is a tendency on the part of progressive manufacturers to brighten up their private offices. One of the details is the laying down of a rug or carpet. As this Journal reaches those who care about their surroundings it follows that carpet manufacturers can advertise here advantageously

**The MacLean Publishing Co., Limited,
MONTREAL AND TORONTO.**

Good Carpets, properly advertised in "The Canadian Dry Goods Review" are easily sold. It is the only paper in Canada devoted exclusively to Dry Goods, Millinery, Furnishings, Carpets, Curtains, &c. For advertising rates and specimen copy, write 232 McGill Street, Montreal, or 10 Front St. E., Toronto.

**The Toronto Carpet Manufacturing Co.
TORONTO. Limited.**

Manufacturers of Wool and Union Ingrain Carpets and Art Squares, Axminster Carpets and Rugs; Smyrna Whole Carpets and Rugs.

CARRIAGES.
E. N. Heney & Co.,

Office and Warerooms, 333-335 St. Paul St.
Factory, 758 to 788 Notre Dame St.
MONTREAL.

Wholesale manufacturers of Fine Carriages for home and export trade. Catalogues to dealers on application.

CHEESE.
**A. F. MacLaren Imperial
Cheese Co'y, Limited,
51 Colborne St., TORONTO, CANADA.**

Manufacturers of MacLaren's Imperial Cheese in White Opal Jars. Importers and Exporters of Foreign and Domestic Cheese.
Cable Address, "Dairymaid."

CHILDREN'S VEHICLES.
**The Gendron Mfg. Co'y, Limited,
TORONTO, CANADA.**

Makers of Children's Vehicles, Reed and Rattan Furniture.

COMMERCIAL PUBLICATIONS.
**The Monetary Times Trade Review and
Insurance Chronicle, Toronto.**

This Journal was established in 1866 and has never missed an issue. In 1869 it secured control of the Intercolonial Journal of Commerce; in 1870 The Trade Review and later the Toronto Journal of Commerce. No other publications issued under any of these titles are in any way identified with The Monetary Times Co.

CONFECTIONERS' MACHINERY.
**Fletcher Manufacturing Company,
TORONTO, CANADA.**

Onyx, Marble and Silver-plated Soda Water Fountains; Bakers', Confectioners' and Cooks' Tools, Machines, Utensils and Supplies; Waxed Paper Julep Straws.

COPPER WORK.
**The Booth Copper Co., Limited,
TORONTO, CANADA.**

Coppersmiths and Metal Spinners.
Brewers', Distillers' and Confectioners' Copper Work

**Coulter & Campbell,
155-158 George St., TORONTO,**

Manufacturers of Distillers', Brewers' and Confectioners' Copper and Brass Work. Marine, Dyers', and Varnish, Copper and Brass Work. Metal spinning work to order.

CREAM SEPARATORS.
**The Raymond Mfg. Co. of Guelph,
GUELPH, ONT. Limited.**

Manufacturers of the "National" Cream Separator and "Raymond" Sewing Machines.

DISTILLERS.
**Hiram Walker & Sons, Limited,
WALKERVILLE, ONT.**

And London, New York, Chicago, Atlanta,
Mexico City, Victoria, B.C.
"Canadian Club" Whiskey.

DRESSINGS—LEATHER.
**Domestic Specialty Co.,
HAMILTON, ONT.**

Manufacturers of Blackings, Dressings, Dyes, Stains, Waxes, Bottom and Edging Inks and Rubber Cement.

DYERS AND FINISHERS—SPECIAL.
**The Merchants Dyeing and Finishing Co.,
Liberty St., TORONTO. Limited.**

Dyers and Finishers of all classes of Woollen or Half-Wool Dress Goods whether made in Canada or Europe. Also Japanese Silks. Correspondence solicited.

ELECTRICAL APPARATUS.
**The Canadian General Electric Co.,
Limited,**

Head Office: TORONTO.
Factories—Toronto, Peterborough, Montreal.
Branch Offices—Montreal, Halifax, Winnipeg,
Vancouver, Rossland, Nelson.
Manufacturers of Electrical Machinery of all kinds—Power, Lighting, Railway.
We furnish complete Installations.

ELECTRICAL SUPPLIES.
**The Canadian General Electric Co.,
Limited,**

Head Office: TORONTO.
Factories—Toronto, Peterborough, Montreal,
Branch Offices—Montreal, Halifax, Winnipeg,
Vancouver, Rossland, Nelson.
Lamps, Wire, Meters.
We carry a large stock of all Electric Supplies.
Write for Catalogue.

The Jones & Moore Electric Co.,

20 & 22 Adelaide St. W., TORONTO

We manufacture Dynamos and Motors for belt or direct connection. Complete estimates furnished on lighting or power plants. Repairs to all systems.

ELEVATORS & ELECTRIC MOTORS
**Canada Elevator and Electric Works,
HAMILTON, CANADA.**

Manufacturers of High Class Electric, Hydraulic, Power and Hand Elevators, Dumb Waiters, Hoisting Machinery.

The Leitch & Turnbull Co., Limited.

ENAMELLED WARE.
**Kemp Manufacturing Co.,
TORONTO, ONT.**

Enamelled Sheet Metal Ware, Plain and Retinned Stamp Ware, Japanned Ware, Sheet Steel and Galvanized Ware, Stove Shovels, Stove Boards, Copper Ware, Oil Stoves, Machine Oilers, Tinned Spoons, Lanterns, Wire Goods and Metals.

Cable Address "Metalsdon," Toronto.

ENGINE PACKINGS.
**Hamilton Engine Packing Co.,
HAMILTON, ONT.**

Exclusive Manufacturers of Clappison Improved Engine Pump and Ammonia Packings, Sectional Asbestos Magnesia and Mineral Wool, Pipe and Boiler Coverings, Loose Mineral Wool, Smith's Adjustable and Tubular Boiler Gaskets, Rainbow and other Sheet Packings, Boiler Tube Scrapers and Blowers, Cotton Waste, Oils, Belting and supplies.

ENGINES AND BOILERS.
**The Polson Iron Works,
TORONTO.**

Engineers, Boilermakers, Steel Shipbuilders; Builders in Canada of the Yarrow and Moscher Water-Tube Boilers.

Works and Office, Esplanade St. East.

J. & R. Weir,

Nazareth & Brennan Streets,
MONTREAL.

Engineers, Boilermakers and Machinists.
Steel Boat Builders.

ENGRAVERS AND DESIGNERS.**The Grip Printing & Publishing Company
of Toronto, Limited,
TORONTO.**

Designers, Engravers, Printers, Publishers;
Half-tones, Wood Cuts, Electros, Cuts of all
kinds, Booklets, Catalogues, Calendars, Illus-
trated Printing.

ENVELOPES.**The Barber & Ellis Co., Limited,
TORONTO.**

Envelopes of every quality and size. The
largest output in the Dominion.

FUEL.**The Standard Fuel Co.,
TORONTO.**

Importers
All-rail Coal.
Prompt Shipments Guaranteed.

FINANCIAL JOURNALS.**The Monetary Times,
TORONTO.**

When it comes to the matter of inviting the
investing public to subscribe for stock in any
new enterprise, or in the stock of amalgamated
concerns, it is easily seen why the prospectus
should appear in The Monetary Times, a journal
that carries weight and reaches all those most
likely to be interested.

FIXTURES—ELECTRICAL AND GAS.**Garth & Co.,**

536 to 542 Craig St., MONTREAL.

Decorative Metal Workers in
Electrical and Gas Fixtures,
Brass, Iron and Copper.

FOUNDRY FACINGS & SUPPLIES**The Hamilton Facing Mill Co., Limited,
HAMILTON, ONT.**

We handle everything used in a Foundry.
Write for prices.

FURNITURE**Canada Furniture Manufacturers,
Limited,
Head Office, TORONTO, CANADA.**

Owning and operating the Largest Consolida-
tion of Furniture Interests in the World.
21 Factories.
Warehouses in London and Liverpool, England
Agencies in South Africa and Australasia

FURNITURE—CHURCH & SCHOOL**The Globe Furniture Co., Limited,
WALKERVILLE, ONT.**

Manufacturers of Pews, Rails, Screens, and
Platform and Chancel Furniture; Model Auto-
matic Desks and Teachers' Desks; Lecture
Room Chairs, Settees, etc.

FURNITURE—OFFICE AND SCHOOL**The Canadian Office & School
Furniture Co., Limited,
PRESTON, ONT.**

Manufacturers of Office, School, Church, Lodge
and Opera House Furniture; Bank, Office,
Hotel, Drug and Jewelry Store and Court
House Fittings a specialty.

**The Office Specialty Mfg. Co., Limited,
TORONTO.**

Letter Files, Cabinets, Supplies, Office Desks,
School Desks, etc., Metallic Vault and Library
Furniture, Trucks.

FURNITURE—REED AND RATTAN.**The Gendron Mfg. Co'y, Limited,
TORONTO, CANADA.**

Makers of Children's Vehicles, Reed and
Rattan Furniture.

GRATE BARS.**The Cyclone Grate Bar Co.
of Toronto, Limited,**

Office: 10 King St. West, TORONTO, CANADA.
Perfect combustion obtained from any fuel,
especially cheap fuels, such as screenings.
Hence, practically no smoke, due to the move-
ment of the grate and the large area of air pas-
sing through same. Write for particulars, etc.

HARNESS.**E. N. Heney & Co.,**

Office and Warerooms, 333-335 St. Paul St.
Factory, 758 to 788 Notre Dame St.
MONTREAL.

Wholesale manufacturers of Harness and Sad-
dlery for home and export trade.

HEATING BOILERS.**The Star Iron Company, Limited,
593 Craig St., MONTREAL.**

Mfrs. of the new "Star" Hot Water Heater
with Syphon Injector and Moving Ash Sifter,
Hot Water and Steam Fittings,
Bell Telephone, 2621. Merchants' Telephone, 887.

**Warden, King & Son, Limited,
Manufacturers,
MONTREAL.**

"Daisy" Hot Water Heater. "Gem" Hot
Water Heater. "Gem" Steam Heater. "Daisy"
Bath Heater.
Send for Catalogue.

INTERIOR WOOD WORK.**The Chas. Rogers & Sons Co., Limited,
TORONTO.**

Bank and Office Fittings, Mantels, Furniture
and Upholstery.

IRON MANUFACTURES.**H. R. Ives & Co.,
MONTREAL.**

General Founders.
Artistic Iron Work of all descriptions.
Brass and Iron Bedsteads, etc., etc.

**The MacLean Publishing Co., Limited,
MONTREAL AND TORONTO.**

"Hardware and Metal," Montreal and Toronto,
is the leading paper in Canada, circulating
among hardware, paint and oil dealers, plum-
bers, machinists, steamfitters, foundrymen, &c.
A good medium for advertising metal and
metal goods. Any enquiries addressed to 232
McGill St., Montreal, or 10 Front Street East,
Toronto, will receive ready attention.

**Pillow & Hersey Mfg. Co., Limited,
MONTREAL.**

Cut and Wire Nails, Wrought Iron Pipe,
Horseshoes, Spikes, Tacks, Bolts and Nuts,
etc.

**Montreal Rolling Mills Co.,
MONTREAL.**

Manufacturers of Bar Iron and Steel, Cut and
Wire Nails, Spikes, Wire, Horse Shoes, Horse
Nails, Black and Galvanized Pipe, Lead Pipe,
Shot, White Lead, Putty, Tacks, etc.

JEWELRY.**John Wanless & Co.,**

Established 1840. TORONTO.

Manufacturers of Rings, Brooches, Watch
Chains, Medals, Class Pins, Locketts, Cuff
Links, and Fine Diamond and Pearl Jewelry.

LAMPS.**The N. L. Piper Railway Supply Co.,
Limited,**

314 Front Street West, TORONTO.

Switch and Signal Lamps, Ship Lamps, Sema-
phore Signals, Electric Mirror Reflectors,
Motor Headlights.

Send for Catalogue. Mention line required.

LEATHER.**The Breithaupt Leather Co., Limited,
Head Office, BERLIN, ONT.**

Tanners and Leather Merchants.

Home and Export Trade.

Tanneries at Berlin, Penetang and Listowel, Ont.

**Clarke & Clarke, Limited,
TORONTO, CANADA.**

(Established 1852.)

Leather Manufacturers—Colored Sheepskins,
Glazed Sheep Kid, Napa Button Fly, Book-
binders' and Fancy Leather, Skivers, Fleashes
and Russets.

Montreal—22 Lemoine St. Cable Address,
Quebec—493 St. Valier St. "Clarkes, Toronto."

**A. R. Clarke & Co., Limited,
(Established 1852) TORONTO, CANADA.**

Manufacturers of Patented, Glazed and Dull
Kid: Patent, Glazed, Boxed and Dull Calf;
Mochos, Kid, Swedes, Reindeer, Buckskin,
Chrome Asbestos Tan Gloves and Mitts,
Chrome Asbestos and Indian Tan Moccasins.

Montreal—22 Lemoine St. Cable Address,
Quebec—493 St. Valier St. "Arc, Toronto."

LEATHERS, FANCY**Wickett & Craig, Limited,
TORONTO, CAN.**

Manufacturers of Staple and Fancy Leathers,
Bag, Valise, Trunk, Bookbinders', Bridle,
Skirting, Schap and Saddle Leathers—in all
colors.
Western Union and Widebrook codes. Cable
address, "Wickraig, Toronto."

LEDGERS—PERPETUAL

The Copeland-Chatterson Co., Limited,
75-77-79-81 Queen St. W.,
TORONTO.

Devisers and manufacturers of Business Systems.
Celebrated Copeland-Chatterson Perpetual
Ledgers. Loose Leaf Systems of Accounting.

LITHOGRAPHERS.

The Harris Lithographing Co.,
6 and 8 Bay Street, TORONTO.

General Lithographers and Engravers.
Show Cards, Catalogue Covers, Labels, etc.

The Toronto Lithographing Co., Limited,
King Street West,
TORONTO, CANADA.

Lithographers and engravers by all processes.
Manufacturers of High-Class Advertising
Novelties. Map Engravers and Fine Art
Printers, etc., etc.

**The Benallack Lithographing & Printing
Co.,**
MONTREAL.

Commercial and fine Color Lithographers and
High Class Letter Press Printers.
Samples and quotations cheerfully furnished.

LOCKS & BUILDERS' HARDWARE.

The Gurney-Tilden Co., Limited,
HAMILTON, CANADA.

Manufacturers of all styles of Rim and Mortise
Locks, Knobs, Escutcheons, Door Bells, Butts,
etc., etc.
Catalogue on application.
Correspondence invited.

MARBLE

The Forsyth Granite & Marble Co.,
MONTREAL.

Marble of all kinds for interior decoration and
sanitary purposes. Mosaic and tiles. Granite
work and granolithic sidewalks.

MINERAL WOOL.

Eureka Mineral Wool & Asbestos Co.,
TORONTO, CANADA.

Mineral Wool for Insulation of heat, cold and
sound in private residences, public buildings,
cold storage, etc.

MOULDINGS.

The Woltz Mfg. Co., Limited,
130-132-134 Richmond St. West,
TORONTO, ONT.

Manufacturers of fine Mouldings, Frames, etc.
Special attention given to export and mail
orders. Gold work a specialty.

OILS.

Sun Oil Refining Co.,
HAMILTON.

Manufacturers and Importers of High-Grade
Pennsylvania Lubricating and Illuminating
Oils.

OIL CLOTHS.

The Dominion Oil Cloth Co., Limited,
MONTREAL.

Manufacturers of Oil Cloths of every descrip-
tion. Floor Oil Cloths, Table Oil Cloth,
Carriage Oil Cloth, Enamelled Oil Cloth, Stair
Oil Cloth, etc.

ORGANS.

The Bell Organ & Piano Co., Limited,
GUELPH, ONT.

Manufacturers of High-Grade Reed Organs,
Upright and Grand Pianos, and Automatic
Piano and Organ Players.

Branches at 49 Holborn Viaduct, London, E.C.;
15 Bridge St., Sydney, N.S.W.

W. Doherty & Co.,
1875 CLINTON, CANADA. 1901

Manufacturers of the Famous High-Grade
Doherty Organ.

European Representative—W. W. Clarry, 12
Lancelots Hey, Liverpool, England.

Goderich Organ Co.,
GODERICH, ONT.

Manufacturers of High Grade, Fine Tone Reed
Organs, Piano Stools, Music Cabinets, Office
Desks, Closet Seats. For export and home
trade. Send for Catalogue.
Agencies:—Liverpool, Manchester, London,
Sydney, N.S.W., Melbourne, Capetown.

Thomas Organ and Piano Co.,
WOODSTOCK, ONT.

Manufacturers of High-Grade Reed Organs in
Five and Six Octaves; Piano and Organ Chairs
and Stools.

PACKING-HOUSE MACHINERY.

Wm. R. Perrin & Co'y,
122 Church St., TORONTO

Manufacturers of machinery for packing houses
and abattoirs.

PAINT AND VARNISH MAKERS.

Andrew Muirhead,
Office, 82 Bay Street, TORONTO.

Manufacturers of Paints, Varnishes, etc.
Warehouse, 15 and 17 Mincing Lane.
Factory, St. Lawrence St.

A. Ramsay & Son,
MONTREAL.

Manufacture Paints, Varnishes, etc.
Import Glass, Brushes, Artists' Materials,
Painters' Tools, etc.

The Sherwin-Williams Co.,

Cleveland,	Chicago,	New York,
Montreal,	Boston,	Toronto,
San Francisco,	Kansas City,	Newark.

Paint and Varnish Makers. The largest paint
makers in the world.

Island City Paint & Varnish Works.

Manufacturers of White Lead, Mixed Paint,
Varnishes and Coach Colors.

P. D. Vods & Co'y, Montreal, Proprietors.

PAPER.

Wm. Barber & Bros.,
GEORGETOWN, ONT.

Paper-Makers.

The Toronto Paper Mfg. Co.,
CORNWALL, ONT.

Makers of Super Book,
Envelopes and Writing Paper,
Colored Flats and Linen Ledgers.

PATENTS.

Chas. H. Riches,
Canada Life Building, TORONTO.

Solicitor of Patents, Expert and Counsellor in
Patent Causes.
Patents, Trade Marks, Copyrights, Design
Patents procured in Canada and all foreign
countries.

Ridout & Maybee,
TORONTO, OTTAWA, WASHINGTON.

Solicitors of Home and Foreign Patents, Trade
Marks, Copyrights, Designs.
Handbook of Patent Law, etc., sent free on
application.

PAPER—LINEN, BOND & LEDGER

The Rolland Paper Company,
QUEBEC, MONTREAL and TORONTO.

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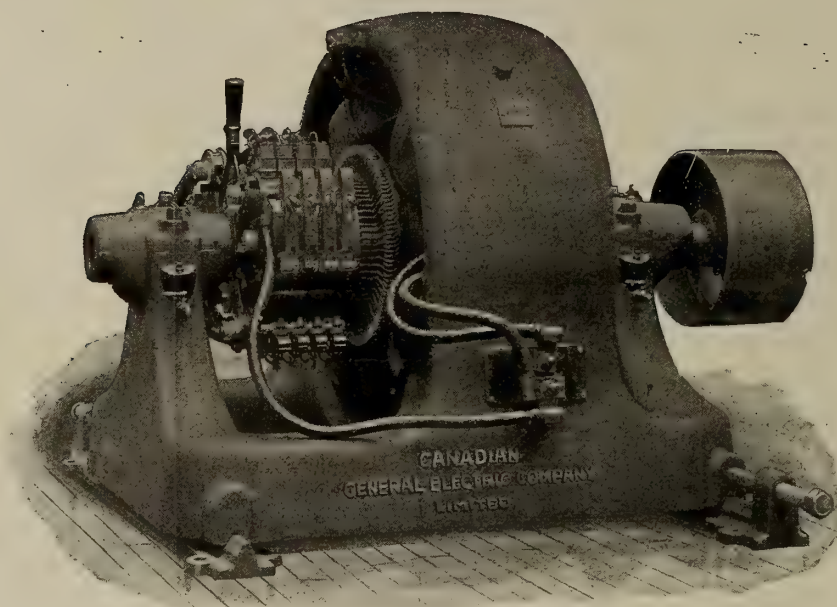
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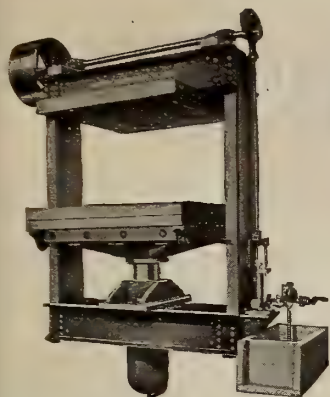
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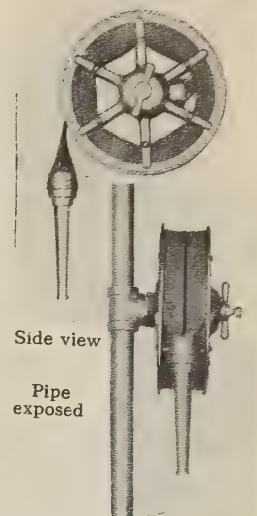
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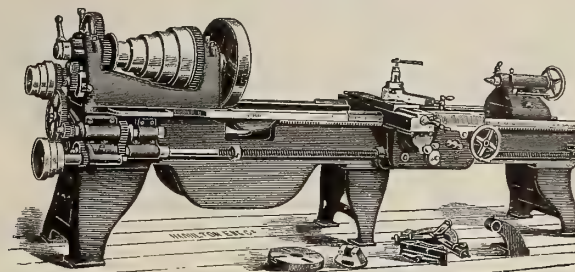
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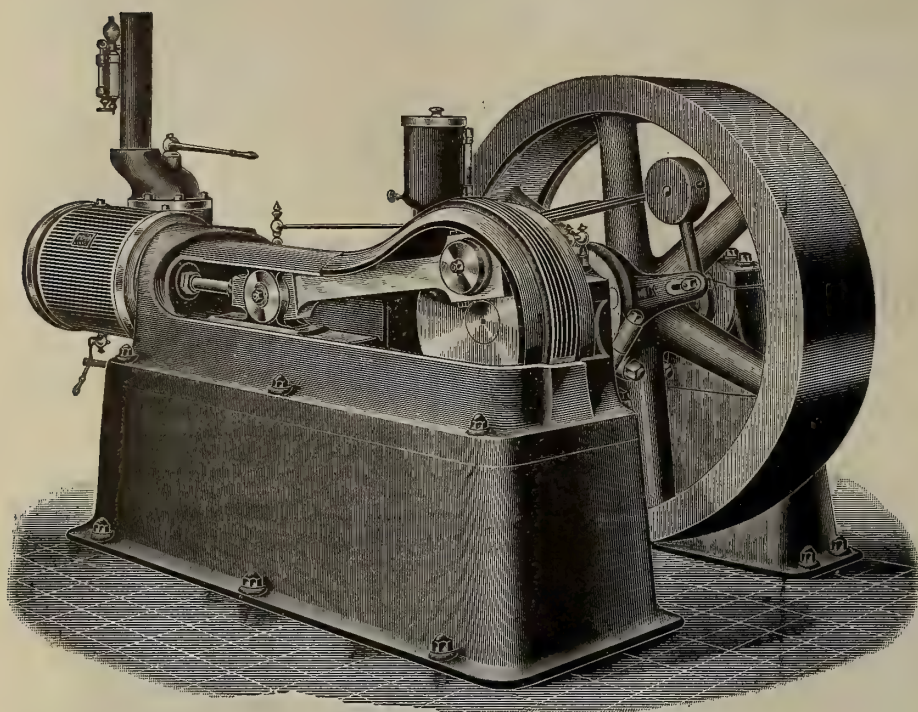
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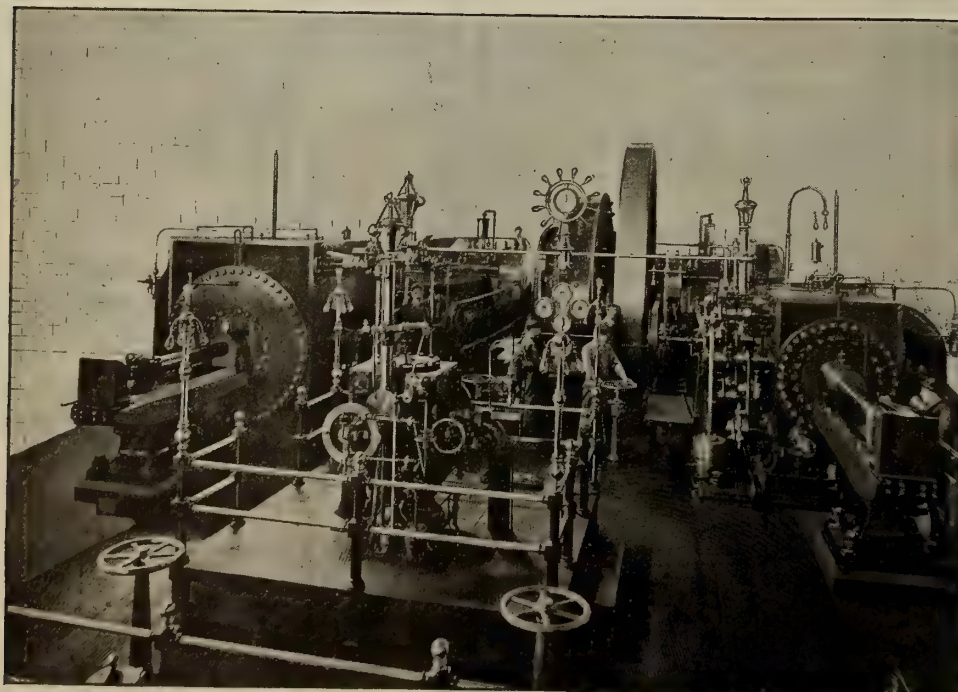
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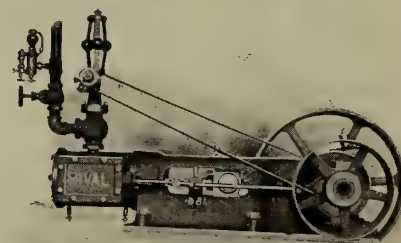
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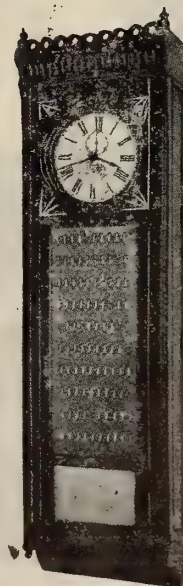
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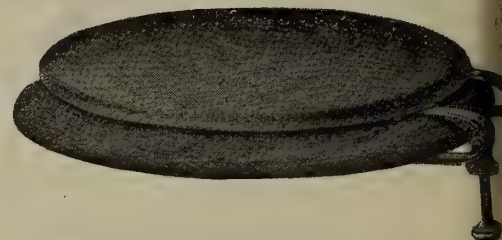
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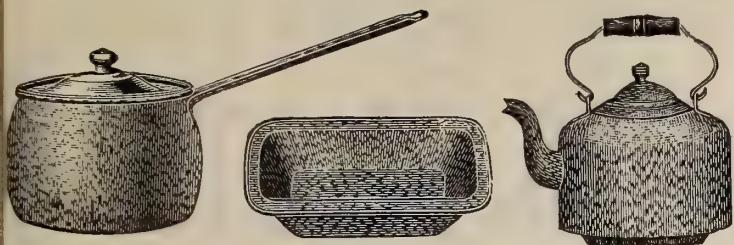
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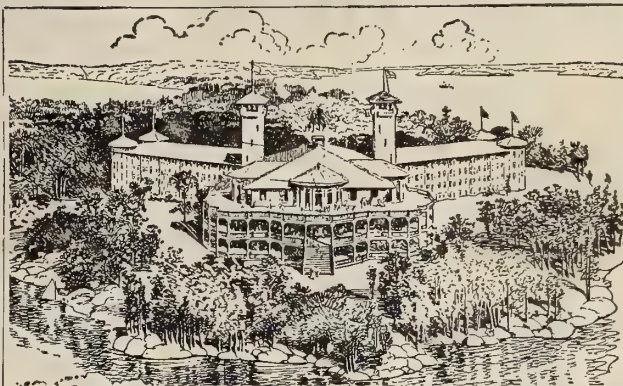
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INDUSTRIAL CANADA

ISSUED BY

The Canadian Manufacturers' Association.

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Vol. II.

TORONTO, JUNE 2, 1902.

No. 10

THE CANADIAN MANUFACTURERS' ASSOCIATION

HEAD OFFICE: Board of Trade Building, Toronto.

BRANCHES: Temple Building, Montreal; Board of Trade Building, Winnipeg; 500 Granville Street, Vancouver, B.C.

AIMS —To promote the interests of Canadian manufacturers by:

ORGANIZATION —The Association has organized the Manufacturers of Canada into a strong representative body.

EDUCATION —An earnest endeavor is being made to urge upon the people of Canada a national pride in our own manufactures.

LEGISLATION —Though non-political, the Association is making a strenuous effort to urge upon the Federal and Provincial Governments a policy which will encourage manufacturing industries in Canada.

INDUSTRIAL CANADA —The official organ of the Manufacturers' Association is the widest expression of industrial opinion in Canada.

EXPORT TRADE —To encourage the export of Canadian goods the Association has special representatives in Great Britain, Europe, Australia, New Zealand, South Africa and the West Indies. Special trade enquiries forwarded to the members. Financial reports obtained at a special rate.

GENERAL WORK —The Association is careful to consider any matter, whether a public question or an individual grievance, involving the welfare of its members. The Head Office and the Branches are open to the members. Any information desired will be gladly furnished by the Secretary.

TERMS OF MEMBERSHIP —Individuals, firms and corporations actively engaged as manufacturers in Canada, may secure membership in the Association upon payment of the annual fee of \$10.

President: ROBERT MUNRO, Montreal.

Secretary: R. J. YOUNGE, Toronto.

Industrial Canada.

Issued monthly as the official publication of the Canadian Manufacturers' Association, and devoted to the advancement of the commercial prosperity of Canada.

Industrial Canada circulates to

1. All Members of the Canadian Manufacturers' Association.

2. The British Consuls, the world over.

3. Chambers of Commerce in the United Kingdom.

4. Foreign and home exchanges.

5. Miscellaneous subscribers at home and abroad.

RECEIVED BY MEMBERS FREE. Subscription price to non-members \$1 per year.

Advertising rates on application.

Address all communications, subscriptions, advertisements, etc., to

Secretary,

Canadian Manufacturers' Association,
Head Office, Toronto, Canada.

West
Indies

We have made this number of "Industrial Canada" a special West Indies number.

Mr. Munro, the president of the Association, has spent about eleven weeks of the winter working in the interests of the Association in the different islands. The Association considered the trade there merited the sending of Mr. Stewart, the assistant secretary, to enquire into the conditions at present existing.

The result of the president's and assistant secretary's investigations are published in this issue, and we commend the report to our

members and ask them to read it carefully.

It is different from any reports previously made on the West Indies in that it was procured at the instance of interested business men, and the investigations were made by officers of the Association, who are always available to supplement the report according to the requirements of any of our individual members.

The recommendations made therein must be carefully considered and those favored must be acted on at once.

This report presents an opportunity for Canadians in the development of their trade. It also presents an opportunity to the merchants of the West Indies, inasmuch as the trade sought for will be reciprocal. The Association, existing as it does for its members, can only hope that they will show their appreciation of the work that has been done for them by a hearty effort to secure for themselves and Canada the trade of the West Indies.

Canadians
Sympathize

The terrible destruction caused by the Soufrière was referred to by Mr. Munro at the banquet in Toronto. To him and Mr. Stewart, who just a few weeks previously

had been on the island, which they say is one of the most beautiful spots in the tropics, the present disaster comes home with real meaning. The West Indians who have suffered have the sympathy of the members of this Association. We note with pleasure that our Government has set aside \$50,000 to assist the sufferers of St. Vincent and Martinique, and also that subscription lists have been opened in Toronto and elsewhere.

Made in
Canada

We are glad to be able to announce to our members that with this issue INDUSTRIAL CANADA may wear upon its face the expression "Made in Canada." As the official organ of an institution which is intensely and proudly Canadian, what more becoming headlight or what higher recommendation could it bear? We go to press this month with a Canadian

NOTICES.

- 1.—Montreal Executive, at Association Rooms, Temple Building, Montreal, Thursday, June 12th, at 3 p.m.
- 2.—General Executive Council, Board of Trade Building, Toronto, Thursday June 19th, at 2 p.m.
- 3.—ANNUAL MEETING in Halifax, August 13th and 14th.

cover, Canadian paper, Canadian type, Canadian ink, and Canadian ideas.

True, we have not reached perfection. Great advancements are yet to be made; but in the meantime our paper appears as a tribute to Canadian enterprise and a practical embodiment of the principle we uphold. May the same patriotic spirit find expression in the business of our members and even in the smallest purchases of loyal Canadians throughout the whole Dominion.

A Pointer The President of the Association in his address at the Toronto dinner said that any of our members who are shipping goods or sending representatives to the West Indies need not be ashamed to have printed on their paper or business cards "Member Canadian Manufacturers' Association."

This happy suggestion should be adopted by all our members. It would not only recommend the Association, but would serve to introduce and recommend the firm. The Association does not need the advertisement, as it is favorably known in all the large trade centres, but the use of its name adds prestige to the reputation of our largest manufacturers. To recognize in this way the importance of our own organization is a distinct advance and we trust that Mr. Munro's recommendation, involving as it does no extra expense, will be put into practice by our enterprising firms.

Don't Forget the West.

The enterprising Canadian manufacturer whose agents cover Eastern Canada, and who exhibits at Toronto, London, Ottawa, or Kingston, or at all of these exhibitions, need not think that he has through these reached the extent of the Canadian market. There is still to be considered the whole of Western Canada, those great grain fields which are already so important to the Dominion, and are destined to become one of the greatest assets of the British Empire. There are many reasons why the manufacturers of Ontario, Quebec, New Brunswick and Nova Scotia should make a special effort to place their goods before their fellow-Canadians in the far west. Eastern manufacturers do not realize what an immense business is awaiting them there if only they will put forth an effort to secure it.

Thousands of new settlers are now on their way to the North-west territories, and there are many indications that before long the West will become the most important market open to us. So little manufacturing is done there, that almost all their goods must be brought in, and unless the merits of our own manufactures are pointed out, and an effort made to retain the market now, we will be driven from the field. The situation will surely appeal to the keen manufacturer and business man. Immediate action is demanded. An earnest effort

should be made to convince the people of the West that their own manufacturers can supply them with the very goods they require and give them the best value for their purchases. With this in view, every enterprising Canadian firm should secure display space at the Winnipeg Industrial Exhibition. It is the best advertisement given in the West, and Canadian firms will be given every encouragement by the Exhibition authorities, and the transportation companies. It is expected that 100,000 people will visit the Exhibition this year. This is your opportunity. Don't let it pass. This is a busy time for our factories, but we cannot afford to hesitate. As announced in another column, information and assistance will gladly be furnished through the Head office of our Association.

Build Up Canada

While it is doubtless true that there never was a time when Canadians were so much alive to their own interests as they are to-day, it is also a fact that they have yet to learn and put into practical operation the principle which will unify and build up all our interests in one common prosperity. Because our territory is so large, and our population so comparatively small and scattered there is a lack of co-operation and enthusiasm between the various portions of the Dominion. The Eastern Provinces, built up largely by manufacturing industry, have scarcely realized that they are one with the great wheat fields of the far West, while the Prairie Provinces have too long separated their progress from the growing industries of the East. Canada is not only an agricultural nation; she is a nation of manufacturers; she may boast not only of her vast areas of fertile soil, but also of her unsurpassed resources in mine, in forest, and in stream; and so soon as every citizen and every class come to realize that all these interests are essentially one in the common welfare of the whole, just so soon will our differences be removed, and our prosperity assured. What is the element which is lacking? It is consolidation and co-operation.

The farmer is not opposed to the manufacturer. Increased manufacturing means increased population, and higher prices for the products of the soil. The manufacturer is not opposed to the farmer, but rather dependent upon him. There is a home market for both in which each is mutually dependent upon the other. Then why not stand together? Manufacture Canadian materials, consume Canadian produce, till Canadian soil, buy Canadian goods. Do these not go hand in hand? And as fellow citizens in the same great community, are not all our interests bound up together? Every dollar invested in our own country, no matter in what resource or industry, is helping to *build up Canada*. As Canadians then, let us not seek our success in the prosperity of any

class or faction, but with a reasonable preference for ourselves even in our smallest purchases, work out to a successful issue this principle of unity.

How About Your Factory?

It is a belief generally accepted that pleasant surroundings are conducive to the economical production of good work, while at the same time they attract a much better class of working people.

Matters of sanitation, cleanliness, light, ventilation and heating are necessary and have to be provided for in every factory. Without them the employer does not get as satisfactory results from his employee, and the employee is not as satisfied with his occupation. The health of employees must always be a first consideration, but another means of making the employee satisfied with his surroundings, and at the same time increasing the value of the manufacturer's property, is that of ornamentation.

In the United States it is generally accepted that ornamentation should have its place along with sanitation, etc. In England and on the Continent the subject is yearly attracting more attention. In Canada we have given little thought to the matter, but it is high time we did. The cost of planting trees and ivy is very small, but in a few years their value would be a consideration. To have a little square of well-cut grass in front of your factory instead of making it a place for refuse in general would be a daily satisfaction to the owner, and a constant pleasure to the employee.

The spring is the time to make a start. A few dollars would make a wonderful difference in the appearance of your factory. Do it well and the expenditure will be a capital advertisement, besides beautifying your factory and adding to the general appearance of the city or town in which you live.

Waiting for "Halifax"

Every day brings to us some new evidence that the next annual meeting of the Association will be the great event of the summer in Canada. The remarkable expansion of Canadian trade and the advancement to be seen on all sides demands the consideration of many important questions, which are of special interest to the manufacturers of the Dominion. Then there are questions regarding the work of the Association, and its policy during the coming year, which are of the highest importance to our members. In addition to the value of the meeting as representing the widest expression of industrial opinion in Canada, it affords the opportunity for a holiday and pleasure trip scarcely surpassed on the Continent. Among the attractions may be mentioned the Thousand Islands, Quebec, with its ancient citadel, the Metapedia Valley, the iron and steel industries of Nova Scotia and Cape Breton, the Bras d'Or Lakes, the Evangeline country, and the old historic city of Halifax.

Transportation arrangements are almost completed and our members will be notified fully before the publication of our next issue. In the meantime, arrange to take a week and go to Halifax. Work up the enthusiasm, and it will not be difficult to make the next annual meeting one of the most important, profitable and pleasant conventions ever held in Canada.

EXECUTIVE COUNCIL

Reports from many Busy Committees

THE Executive Council of the Association held its regular monthly meeting in the Council Chamber, Board of Trade Building, on Thursday, May 15th, 1902, at 2 p.m.

The president, Mr. Munro, presided, and the following other members were present: Messrs. Cyrus A. Birge, W. C. Breckenridge, C. N. Candee, R. J. Christie, H. Cockshutt, Jno. F. Ellis, W. K. George, E. G. Gooderham, W. K. McNaught, Thos. Roden, T. A. Russell, T. H. Smallman, A. W. Thomas, S. M. Wickett.

Mr. Munro, upon taking the chair, received a warm welcome from the council, and expressed his thanks and pleasure upon his return to the duties of his office.

The following communications were received:

1. From a number of members unable to be present at the meeting.

2. From Messrs. Gordon, Grant & Co., Port of Spain, Trinidad, complaining of the double duty charged by the Dominion Government upon cocoanuts shipped to Canada from Venezuela via Trinidad, and asking the Association to endeavor to have the grievance removed.

A letter accompanying this from Hon. R. H. McCarthy, Controller of Customs for Trinidad, was also read, stating that Trinidad was the most direct route for shipping from Venezuela, and emphasizing the injustice being done to the trade relations owing to the existing duty. The Executive concurred with the opinion expressed by these letters and the matter was left in the hands of the president to make a request to the Government to have the tariff properly adjusted.

3. A letter from the Skagway Chamber of Commerce, asking for certain changes in the Dominion customs relations at Skagway. This was referred to the Executive of the Winnipeg and Vancouver branches of the Association.

4. From the St. John Board of Trade regarding preferential tariff in the Empire, which was dealt with at a later stage in the meeting.

5. From the Halifax Board of Trade, reporting the two resolutions passed by them. The first deplored the continued circulation of worn and mutilated silver coins, and requested that the Government call these in at face value. In approving of the resolution the Executive also suggested that worn out bills be called in and that mutilated coins should be declared illegal. The question of shipbuilding, which was dealt with in the second resolution, had already been considered at a previous meeting of the Executive Council.

The following reports from officers and committees were then received:

TREASURER

The report of the Treasurer, presented by Mr. Geo. Booth, showing the state of the Association's finances, was adopted on motion of Mr. Booth, seconded by Mr. Roden.

FINANCE

The report of the Finance Committee, providing for the various running expenses of the Association during the month, was presented by Mr. George and was adopted on his motion, seconded by Mr. Booth.

RECEPTION AND MEMBERSHIP

The report of the Reception and Membership Committee was presented by the secretary. It stated that arrangements had been completed for the last monthly dinner which was held on the 15th inst., and also reported having received favorable replies from the Hon. J. H. Ross, Government Commissioner to the Yukon, and from Mr. Jas. Ross, managing director of the Dominion Coal Co., each of whom would likely address meetings to be held under the auspices of the Association in the near future.

In connection with the proposed visit of the Yukon Commissioner, the Committee suggested that the Association should co-operate with the Government in investigating trade possibilities in the Yukon, and the Secretary was instructed to communicate the same to the Minister of the Interior.

The report also recommended eleven applications for membership, the names of which appear in another column. Its adoption was moved by Mr. Thos. Roden, seconded by Mr. A. W. Thomas and carried.

PARLIAMENTARY

The report of the Parliamentary Committee was presented by the chairman, Mr. T. A. Russell. It reported that the Association's Act of Incorporation had successfully passed both Houses at Ottawa and recommended that the word "Incorporated" should be added to the name of the Association.

It also stated that letters had been received from the Departments of Railways and Canals, Customs and Public Works at Ottawa, concerning the duty on goods imported by these Departments, and stating that in each case the amount of duty was taken into consideration before any foreign purchases were made.

The report dealt also with the labor legislation introduced into the House of Commons during the last Session by Messrs. John Charlton, M.P., and Ralph Smith, M.P., and after full discussion it was decided that Mr. Smith's bill providing for the transfer of

the transaction and settlement of labor disputes from the department of the Attorney General to the department of labor should be vigorously opposed. The report was adopted on motion of Mr. Russell, seconded by Mr. McNaught.

RAILWAY AND TRANSPORTATION

The report of the Railway and Transportation Committee was read by the secretary, and was adopted on motion of Mr. Cockshutt, seconded by Mr. George. It stated that various freight grievances are being dealt with by the Committee, and that investigations are being made in regard to the unsatisfactory arrangements for shipping to the West Indies.

COMMERCIAL INTELLIGENCE

The report of the Commercial Intelligence Committee was presented by the secretary in the absence of the chairman. It stated that in order to improve the facilities of the office for securing financial reports on foreign firms the secretary had been instructed to enter into arrangements with the Australian Commercial Agency in London for the special supply of reports in Australia and India, and also with the United States Export Association of New York, both of these houses having been found reliable and satisfactory. Notice concerning this appears in another column.

The Committee also recommended the appointment of the following as correspondent members of the Association in their various countries: Emile Pauwaert, Ghent, Belgium; Jacob Jesurun, Curacao, South America; J. W. Taylor, Johannesburg, South Africa. Similar applications from firms in Berlin, Germany; Milan, Italy, and Bombay, India, for similar positions were held over.

The committee reported that they were considering the advisability of recommending that a special trade commissioner be sent to the Yukon.

"INDUSTRIAL CANADA"

The report of the "Industrial Canada" Committee was presented by the chairman, Dr. Wickett, and was adopted on his motion seconded by Mr. Russell.

It recommended the issue of a special June number of our paper containing in full the reports of the president and assistant secretary with reference to the West Indies, and suggested also that this issue be distributed widely in the islands. It also recommended a change in the cover of the paper, and dealt with other matters affecting the management.

SPECIAL EXHIBITION COMMITTEE

A report of the special Exhibition Committee was presented by the chairman, Mr.

McNaught. It reported that no arrangements had been completed regarding the exhibit at St. Louis owing to the fact that the Exhibition there would in all probability not be held until 1904. The Committee had offered to the Government the assistance of the Association for the St. Louis exhibition and also the Japan exhibition at Osaka, which offer has been accepted by the authorities at Ottawa.

TORONTO BRANCH

The report of the Toronto branch was presented by the vice-chairman, Mr. Roden. It reported that united action had been taken by the Branch Executive to secure from the city council the passage of the estimates for the Technical School, and that further steps were being taken to secure from the city a more satisfactory method for maintaining permanent roadways.

Mr. J. F. M. Stewart was appointed secretary of the branch.

CANADIAN BUILDING IN LONDON

Mr. Geo. H. Hees reported for the special committee dealing with the establishment of a Canadian building and a special trade commissioner in London. The Ottawa Government had been interviewed by a joint committee representing the Canadian Manufacturers' Association and the Toronto Board of Trade, and not only were many of their recommendations adopted but their request had met with a response of a grant of \$20,000 in the supplementary estimates just passed.

SUGGESTIONS FOR CONFERENCE

Mr. W. K. George presented the report of the special committee appointed to prepare suggestions for the Colonial Premiers' Conference. The recommendations as finally adopted on motion of Mr. George, and seconded by Mr. McNaught, appear in another column of this issue.

SECRETARY'S REPORT

The secretary's report dealt with the membership campaign, and urged personal work on the part of the Executive and all the members. It also brought before the Executive the educational campaign, with reference to which a letter was read from Mr. J. O. Thorn urging united and immediate action.

Announcement was also made concerning the dinner to be held in Montreal on the 22nd inst.

WEST INDIES REPORTS

The reports of the president and assistant secretary embodying the results obtained from their investigations in the West Indies were then formally received, and Mr. Munro explained that the body of the report would be given by Mr. Stewart at the banquet in the evening.

On motion of Mr. McNaught, seconded by Mr. Birge, the reports were received with appreciation, and were ordered to be published in the next issue of "Industrial Canada."

The meeting then adjourned.

NEW MEMBERS

The following applications for membership were accepted at the May Executive meeting.

Barrie Tanning Co., Limited, Barrie, Ont., manufacturers of trunk, bag, bookbinders', shoe, bridle, skirting and fancy leathers.

Coles National Mfg. Co., Ottawa, tents and awnings.

Connor, J. H. & Son, Limited, Ottawa, manufacturers of washing machines, wringers, wheel-barrows, etc.

Crain, The Rolla L., Co., Limited, Ottawa, printers, book-binders, and manufacturers of Crain continuous ledger and loose leaf forms.

Frosst, Chas. E. & Co., Montreal, manufacturers of pharmaceutical products.

Hand, T. W., Firework Co., Limited, Hamilton, manufacturers of fireworks, pyrotechnical productions, and flags

Jones & Moore Electric Co., Toronto, electrical machinery.

Kloepfer, C., Guelph, Ont., sewing machines, cream separators, carpets, iron and zinc.

Smith & Proctor, Halifax, N.S., butter and cheese, especially for tropical climates.

Stewart, The Jas., Mfg Co., Limited, Woodstock, Ont., manufacturers of stoves, ranges, furnaces, etc.

Wortman & Ward Mfg. Co., Limited, London, Ont., farm implements, churns, washing machines, iron pumps, etc.

TO BIND THE EMPIRE

Suggestions for the Colonial Premiers' Conference

The following suggestions adopted at the last meeting of the Executive Council have been forwarded by the Association to Sir Wilfrid Laurier, who will represent Canada at the coming conference of colonial premiers in London:

Suggestions for the Colonial Premiers' Conference.

1. That in the interests of the British Empire, and particularly in the interests of the Motherland, measures should be adopted which would direct British capital and emigration to the Colonies rather than to foreign countries.

2. That the various colonies should undertake to contribute to the expenses of Imperial defence.

3. That a reciprocal preferential tariff be established within the Empire, whereby at all British ports British goods will be admitted at a lower rate of duty than foreign goods, and particularly that the British Government be memorialized to grant a preference to the Empire when instituting a tariff in South Africa.

4. That all treaties between Great Britain and foreign countries should leave Great

Britain free to enter into such relations with her colonies and dependencies as might be deemed expedient.

5. The establishment of a fast Atlantic steamship service between the various ports of the Empire, and the encouraging in every possible way of shipment by British vessels.

6. The establishment of an all-British cable, connecting the various portions of the Empire.

7. The adoption of decimal currency and of the metric system of weights and measures, together with a universal gauge for defining the thickness of metals.

8. That we endorse the steps already taken to establish a line of steamships between Eastern Canada and Australia *via* South African ports, and trust that an earnest effort will be made to have the plan put into operation at an early date.

9. That while the present consular service of the Empire is to be commended, an effort be made to have it supplemented by the establishment of Intercolonial Commercial Consuls, and that the standing of these should be recognized by the British Consuls throughout the Empire

10. The establishment of an Imperial postage system throughout the Empire, not only on letters, but on papers, magazines and parcels.

11. That in all contracts for Imperial public works the preference should be given as far as possible to British subjects.

12. That an Imperial Commission, consisting of representatives from Great Britain and self governing colonies be appointed to visit all parts of the Empire and prepare a report pointing out the resources of the various portions of the Empire, and how they may best serve the interests of the whole.

The following special suggestions were also adopted:

1. That the Rt. Hon. Jos. Chamberlain be invited to be present at the Canadian Manufacturers' banquet in Halifax next August.

2. That the colonial premiers from Australia be asked to return via Canada and be present at the closing meeting of the Manufacturers' Association in Halifax.

DEATH OF SIR HARRY THOMPSON

Sir Harry Thompson, the Administrator of the colony of St. Lucia, died suddenly April 28 last, on his way home from attending a meeting of the Agricultural Society of St. Lucia, of which he was president. Reference is made to His Honor in the report on the West Indies as contained in this issue. Mr. Munro and Mr. Stewart had the pleasure of meeting Sir Harry, and he expressed himself as anxious to assist in promoting trade between his colony and Canada. He was an active, painstaking administrator, and by his death the colony has lost an official loved by all who knew him.

WEST INDIES DINNER

Welcome to Mr. Munro and Mr. Stewart—Presentation to Mr. Russell—West Indies Report.

THE last monthly dinner of the Association in Toronto for this season was held on the 15th of May. The programme consisted of a welcome to Mr. Robt. Munro, President, and Mr. J. F. M. Stewart, B.A., Assistant Secretary of the Association, who have just returned from a mission of enquiry to the West Indies; and the hearing of their reports. Advantage was also taken of the occasion to present Mr. T. A. Russell, B.A., on behalf of the Association, with an address, watch, chain and locket, as a mark of recognition and appreciation of his services as Secretary during the past two years.

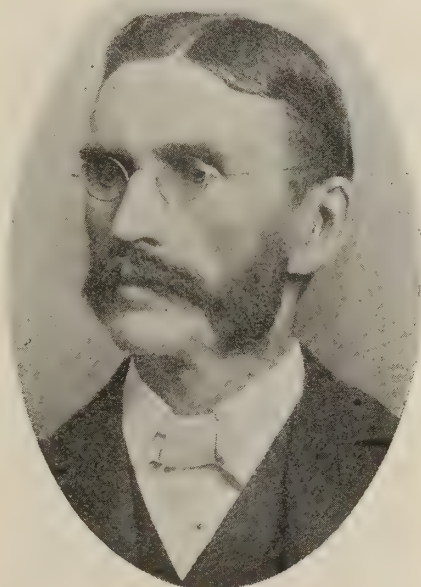
Among others, the following were present:—Major Thos. Beattie, London; Cyrus A. Birge, W. C. Breckonridge, Thos. W. Hand, Hamilton; Geo. Hensley, Halifax, N.S.; Jno. Hewton, Kingston; R. McLaughlin, Oshawa; Col. J. B. MacLean, Montreal, Que.; Thos. Moffatt, Jr., Weston; R. Munro, Montreal, Que.; T. H. Smallman, London; G. Sternberg, New York, U.S.A.; A. J. Stewart, Harriston; C. J. Alexander, J. D. Allan, F. B. Allan, Jno. Anthony, Geo. Booth, W. E. Booth, G. P. Breckon, Geo. Brigden, C. N. Candee, S. H. Chapman, H. Clucas, Robt. Cowan, J. Coulter, R. Thos. Cuff, Thos. Davies, Jno. Dick, W. S. Dinnick, L. V. Dusseau, Jno. F. Ellis, E. Fielding, F. B. Fetherstonhaugh, W. K. George, W. P. Gundy, S. R. Hart, F. R. Harvey, Geo. H. Hees, Jas. Hedley, H. K. Hemming, H. H. Hurd, A. H. Jeffrey, A. W. Law, Thos. H. Lee, H. A. Livingston, S. F. McKinnon, J. J. McLaughlin, Leonard L. McMurray, W. K. McNaught, Alex. McPherson, Alfred Mason, J. H. Morin, J. P. Murray, J. B. Polson, Chas. Reid, Geo. Ridout, Thos. Roden, Frank Roden, A. S. Rogers, T. A. Russell, W. H. Shaw, Geo. Spence, J. F. M. Stewart, F. W. Strathy, J. A. Street, J. T. Stuart, F. Sully, A. W. Thomas, W. B. Tindall, A. H. Vanderbury, S. M. Wickett, R. J. Younge, Toronto.

Mr. Cyrus A. Birge of the Canada Screw Co., Hamilton, the 1st Vice-President of the Association, presided and called the meeting to order about 8 o'clock. After the toast to the King, Mr. Birge spoke as follows:—

WELCOME HOME

In connection with the pleasant duty before me to-night, I wish to say just a word or two with reference to the work and growth of the Canadian Manufacturers' Association. I saw recently in "Industrial Canada" a clipping from the "Demerara Argosy," referring to an interview had with our president, Mr. Munro, and he stated

with reference to this organization that it was a unique one. The term unique is very apt, and it is a credit to the brain of the Scotchman who applied it. The time was when the influence of the Association was not so widely extended as it is to-day. To-day less self-interest and more care for the general manufacturing interests of the country as a whole is the object of the Association, and it is well that it is so. I think that the manufacturing interests of Canada are so bound up with the whole country that they constitute our strongest ties. The time has come for us, as manufacturers, to stand firmly together to meet the condi-



MR. ROBT. MUNRO, MONTREAL
President Canadian Manufacturers' Association

tions that face us to-day. I am not a pessimist by any means; I have faith in this country of ours; I have faith in the people and I have faith to meet the conditions that will come to us, and we must meet them unitedly. It is no time to lock the stable door after the horse has been stolen. The adverse conditions to which I refer were face to face with our neighbors to the South, but they have fostered their manufacturing interests, and with the increased facilities for manufacturing are looking, not to their own markets, but outside, for other worlds to conquer. I simply desire to draw a note of warning, and we must endeavor to meet these adverse conditions when they come, as best we can. Mr. President, I have not forgotten my pleasant duty, namely that of extending to you and Mr. Stewart a few words of welcome upon your return, with the result of your assuming your position of authority and power as president. I must

apologize for the fact that owing to the force of circumstances I was obliged to hand over the command of the ship to the third officer for a time, but it could not have been in better hands, as I found upon my return, and I now hand it over to you in good condition with not a sail torn, and colors flying at the mast head. INDUSTRIAL CANADA, and the letters of our Secretary while away, have given us some idea of what you and he have done in the West Indies, and it has been a source of pleasure to us to note the manner in which you have upheld Canada and the Association. I hope the trip has been of benefit to you, and Mr. President, on behalf of the members of the Association, I extend to you a hearty welcome with our best wishes.

THE PRESIDENT'S REPLY

Mr. Munro was greeted with a warm round of applause when he rose to reply. He said:

"Gentlemen,—Our esteemed Vice-President has done the very best he could to cover up his own defence. I had no expectation that though I was to be absent for three or four months, he could not put off his wedding until my return. The Association should have been his first consideration, and the young lady would surely have waited a little longer. However, gentlemen, I assure you that your welcome is very much appreciated by Mr. Stewart and myself, and I feel that we must accept it rather as a tribute not so much to the work, as to the result, which we are glad to believe, the significance of this gathering means to us. The fact that some friends have come a considerable distance to be present at this meeting, signifies, if nothing else, their approval of our work. I wish to take you into my confidence at this stage and to remind you that the Association did not do me the honor of sending me to the South, that was an arrangement made by my wife, but I was very glad that the visit of your Assistant Secretary coincided with mine. It was a pleasure to be associated with him, and the matter I wish to confide is this, while in the West Indies, it was necessary that the President do the most of the talking, but we arranged that when we came back to Toronto, the Assistant Secretary should then do his share; so you will not expect me at this meeting to refer at length to our Southern trip, as we are to-night to be favored with a full report from Mr. Stewart.

PRESENTATION TO MR. RUSSELL

Mr. Munro having been called upon, spoke as follows: "There never was an

occasion when it afforded me more pleasure than to make this presentation. The presentation is not from one or two, but is a token to Mr. Russell from the Association as a whole, showing the appreciation in which he is held universally by the members of this Association. However, I need not speak so long on this occasion, as my subject has been written for me.

Mr. Munro then read the following address.

To Mr. T. A. Russell, B.A.

The Executive Council and the members of the Canadian Manufacturers' Association with whom you have served so faithfully during the past two years, have accepted your resignation as Secretary of the Association with profound regret, and desire to take this opportunity of acknowledging your efficient services and testifying to the high esteem in which you are held by one and all.

A testimonial of any kind from us cannot pretend to enumerate the varied excellencies of your work, nor the many important achievements accomplished largely through your untiring efforts. It is with great pleasure, however, that we refer to a few prominent features of the Association's work which are inseparably connected with your term of office.

The membership has increased from one hundred and thirty-two to nine hundred and forty.

"Industrial Canada" has been inaugurated and is already not only a valuable bond of union within the Association, but is recognized at home and abroad as representing the widest expression of industrial opinion in Canada.

Two valuable editions of the Canadian Trade Index have been circulated in the various commercial centres of the world and have been efficient instruments in extending Canada's trade.

Best and most important of all, the Association has entered upon a new era in its existence and is becoming through its wide-spread membership, its thorough organization and its growing enthusiasm, a powerful factor in the life and development of our Dominion.

Nor would we mention merely the ability and unselfish faithfulness with which you have enhanced the duties of the office of secretary, both public and private. Your earnestness, courtesy and genial good nature have invited our confidence and friendship and have won for you the esteem and affection of us all.

We wish, not only to congratulate you upon your career so well begun, but to compliment the University of Toronto upon the training of so distinguished a graduate. Your success has proved the splendid possibilities awaiting university graduates in commercial life in Canada.

As a slight token of the appreciation in which we hold your services and friendship, we beg of you to accept this address and the accompanying small tribute of remembrance. They are offered, we assure you, with our most sincere wishes for every prosperity and blessing and the hope that the Canadian Manufacturers'

Association may long continue to enjoy the advantages and pleasure of your co-operation.

Signed on behalf of the Association,

ROBT. MUNRO,
(President)

R. J. YOUNGE, Secretary.

GEO. BOOTH, Treasurer.

CYRUS A. BIRGE, 1st Vice-Pres.

W. K. GEORGE, Ont. Vice-Pres.

J. J. MCGILL, Que. Vice-Pres.

C. J. OSMAN, N. B. Vice-Pres.

D. W. ROBB, Nova Scotia Vice-Pres.

F. W. THOMPSON, Man. Vice-Pres.

J. HENDRIE, B. C. Vice-Pres.

PAST PRESIDENTS

P. W. ELLIS

B. ROSAMOND

J. F. ELLIS

JOHN BERTRAM

A. E. KEMP

R. W. ELLIOT

D. W. KARN

W. K. McNAUGHT

EDWARD GURNEY

The Chairmen of Standing Committees also signed, and in addition, the names of the 940 manufacturing firms referred to in the address are given on the following pages.



MR. T. A. RUSSELL, B.A.

For two years Secretary Canadian Manufacturers' Association

I have just this moment observed your initials on one side of this locket, and those of the Canadian Manufacturers Association on the other, and I cannot consider anything more suggestive than that idea of combining Mr. Russell's name with the C. M. A. Mr. Russell, it affords me very much pleasure to present you with this watch, chain and locket.

The address was beautifully illuminated, and with the names of members covered some sixteen pages. On the first page was a handsome colored sketch of Toronto University, where Mr. Russell had such a brilliant career, graduating in 1899. The following pages were artistically adorned with industrial drawings emblematic of the Canadian Manufacturer, and each page of the address was artistically surrounded by wreaths of maple leaves, Canadian flowers,

etc. It was bound in full Turkey morocco and fastened with a handsome bronze clasp, bearing the seal of the Association and Mr. Russell's name. The watch, chain and locket were of plain gold, both watch and locket being handsomely engraved.

Mr. Russell, on rising, was greeted with hearty applause and "For he's a jolly good fellow." He spoke as follows:

MR. RUSSELL'S REPLY

Mr. President and members of the Association. This is not the first occasion in which you have placed me in the embarrassing situation of receiving your too kind expressions of satisfaction with my work. I can only say, however, that from the bottom of my heart to-night I thank you for this token from an Association of some 900 of the most representative business men of Canada. It seems a long time ago, yet it is only two years, since a college boy, without any business experience, I appeared before your Board and suggested to them that if given an opportunity, I believed I could help to make the Association a success. I had no special recommendations that you should place such confidence in me, but since that time you have all assisted me in bringing the Association to its proper position of importance, and I can never hope to have a more pleasant business experience than I have had for the past two years. My first President, Mr. John F. Ellis—I regard him to a great extent as my father in business matters—took me to the United States to observe the methods of their Association there. We thought they had a wonderful Association for that big country, but to-day they should take off their hats to us. Their association is not one-tenth as representative of the manufacturing industries of their country as ours is of Canada. My next chieftain was Mr. P. W. Ellis, whose devotion to the Association you all know.

I well remember one trip made to Montreal with him to secure the co-operation of the manufacturers of that city. We only had 20 members in Montreal, but after hearing Mr. Ellis present the case, the manufacturers of Montreal were so impressed by the aims and objects of the Association that a new interest sprang up, and we have now in Montreal a membership of about 200.

"In the same way I might go on and tell of a trip to London. I told the manufacturers I was coming and suggested we have a meeting at the Tecumseh House. Everyone was invited, and I called personally upon each, discussed the aims of the Association, and they all promised to come. I called on about 50 of the manufacturers; there were 8 present at the meeting. I used all the eloquence I had and explained the aims and objects of the Association, but came back to Toronto without a single application. However, we have, at the present time, about 20 members in the city of London.

"With reference to our present president, he has devoted, unreservedly, the whole of his knowledge and experience to the services of the Association during the two months he has been in the West Indies. So long as the Association elect men of this type as officers it is bound to be a success.

"During the past two years the Association has grown from 132 members to over 950. This is gratifying, for it shows not only what has been done, but the room there is for work still ahead of us. As Secretary I used to often wonder what I was paid for, and if the Association rendered any services to the country. Now I am able to speak of it from the standpoint of a manufacturer. I do not think there ever was a time in the history of Canada when the manufacturers of the country required to stand more closely together than at present. The future success of manufacturing in Canada depends upon the good will and intelligent interest that the selling public will take in our manufacturing industries. If that interest is to be maintained the manufacturers should endeavor to adopt some plan whereby they will be able to show truthfully the value to the country of our industries. There is another question, it seems to me, on which it is most important that the manufacturers should stand together, that is the labor question. This is a problem coming to the front in Canada, and we have to prepare to meet it; not everyone in his own way, but intelligently, as a body of employers. We must recognize the fact that the laboring men have a right to combine; at the same time we must be in a position to be able to explain to them that there are certain limitations beyond which theories and experimental legislation will only work havoc where they are intended to work good. On this point the manufacturers should have a thorough knowledge and work together.

"In acknowledging this token of the continued kindness of the members of this Association I wish to ask of you the same indulgence and assistance to my successor that you so willingly gave me in the past. You have now a secretary and assistant-secretary in Toronto and a secretary for the Montreal branch devoting all their time to the interests of the Association. Their efforts on our behalf will be much more productive if we give a helping hand and take an interest in the various committee meetings of this Association. I can wish the new secretary no more than that he shall have the same co-operation from you that I have had in the past. This night belongs to our president and assistant-secretary, Mr. Stewart, and I must close. I assure you that I accept this gift with the deepest gratitude, and shall always treasure it as one of the most valued remembrances of my association with you.

"I thank you again for these presents, and assure you that as a member of the

Association I shall try to be as useful to it as I might have been as its officer and secretary."

The chairman then introduced Mr. Stewart, the Assistant Secretary, who delivered an interesting report on the different islands. The report in detail is given in full in this issue. In concluding his remarks Mr Stewart said:

"In Canada we have been experiencing an era of prosperity extending over the last few years which has been taken advantage of by our manufacturers. We are young as a manufacturing country, and until recently we have been busy supplying the want of fellow Canadians. But our establishments have had a steady healthy growth with a much increased output, and as a result of this growth our population has drifted towards our commercial centres and we believe that now one-third of the Canadian population is dependent on the working of



MR. J. F. M. STEWART, B.A.
Assistant Secretary Canadian Manufacturers'
Association

her factories. Along with this our total population has not increased as we would have liked. While our factories have doubled and tripled their output in the last ten years our population has only increased about ten per cent., so many of our manufacturers are now prepared to look for markets outside our own Dominions.

"This is one reason why our manufacturers have seen fit to unite to such numbers that by the time your President meets you in Halifax, I believe he will tell you that more than 1,000 firms have identified themselves with the good work you are doing. Foreign trade is, however, only a small part of the Association's work, although an important part. Our home market must always be our best market and the conserving of our interests at home must always come before the pushing of trade abroad, as it is a

home that our members have an invested capital of about two hundred and twenty millions of dollars which demands that we must get considerations at home we can never count on abroad.

"But it is in times of prosperity we must look for our foreign markets. Some members of the Association are busy at home and do not care for business abroad. This is all very good, but prosperity does not continue forever. A depression, we all hope not a serious one, will come just as sure as the sun spots visit us with a certain regularity, and in the time of depression accounts opened abroad during prosperity may be the means of helping to tide over a dull year or two at home. If we ever intend to do an export business we must nurse it carefully when we are well able to look after it.

"I am too good a Canadian to use anything that comes from our cousins to the South of us, if I can procure it 'Made in Canada,' but I see no objection to using a little advice.

"Mr. Thos. C. Search, president of the National Association of Manufacturers of the United States, at the 7th annual meeting held last month in Indianapolis, called attention to the declining exports of United States manufactured products, and urged manufacturers not to neglect their foreign customers in this era of extraordinary home demand, lest in times of depression they should find their foreign trade destroyed and no export outlets for the surplus of an over-stocked home market."

Mr. Stewart received hearty applause at the close of his interesting address, and his report was supplemented by Mr. Munro in an excellent but brief address as follows:

MR. MUNRO

The President, in a particularly happy way, discussed the different aspects of trade and the general conditions in the islands. His remarks in part are as follows:

"There is no more patriotic association on the face of the earth than the Canadian Manufacturers' Association, and its patriotism is real, business-like and practical. At its meetings the discussions are all on how to develop the resources of Canada, and secure for this country the trade which properly belongs to her. In Jamaica I was met with the statement that Canada has not in the past been active in endeavoring to secure business, and my reply was that the presence of the delegates from the Manufacturers' Association was evidence that Canada wanted to trade. One of the elementary lessons we had to teach the islands was that Canada was pre-eminently an industrial country and not agricultural merely. The impression previous to this was that the only business they could do with Canada was in her natural products. At every meeting I attended on the islands I had to impress this point with a great deal of clearness, and

I think I succeeded in showing the people of the West Indies the immense range of the industries of Canada. We have indeed reason to congratulate ourselves upon the measure of success we met with.

"Another subject discussed was that of intercolonial preferential trade. I claimed that Canada was the parent of preferential trade and that in our own Association it had been heartily endorsed. They looked also to the coming intercolonial conference in London to strengthen the movement, and I have told the people of the West Indies that if the conference does not give reasonable promise of success, that I thought our Association was strong enough to carry the war into other colonies. I made it a part of my mission also to look into any hindrances that might exist towards the development of commerce, for we, as an association, are as much interested in purchasing goods from the islands as in the sale of goods there. Both of these things are necessary to the creation of those conditions which we consider should exist."

With reference to the flour trade, Mr. Munro said, "When I visited Bermuda the

contractor who was feeding the Boer prisoners was using American flour; since my return, however, I am pleased to know that a representative of the Ogilvie Co. has sold an immense quantity of flour to that very man. The millers should take up the matter of flour, for while complaints were made about Canadian flour, I have always found someone who would say that Canadian flour was alright. At every place we visited the question of transportation came up, and it was very evident that an efficient service was required.

RECENT DISASTERS

"The effect upon the islands of the recent volcanic disasters, I do not think will be felt in any material way with regard to these interests. St. Vincent, which has suffered, is the smallest market, but it is comforting to know that the Canadian Government have made a liberal contribution towards the relief of the sufferers. These Islands are all liable to volcanic troubles, but history has shown that they happen very seldom, and I consider that the other islands are comparatively safe.

"I think a good business can be worked up in Trinidad, which is prosperous and can take very many lines of manufactures. I urge the manufacturers who are in a position to export to study carefully the report that has been prepared for them and make every possible use of it."

Mr. George Hensley, of Halifax, representing the Pickford & Black line of steamers there, spoke briefly regarding the opportunities for trade in the West Indies, and advised manufacturers to have the field thoroughly covered by travellers, as was done by American and British firms.

On motion of Mr. T. H. Smallman, of London, seconded by Mr. W. K. McNaught, of Toronto, a hearty vote of thanks was accorded Mr. Munro and Mr. Stewart.

During the evening Mr. James A. MacDonald, one of the guests, gave several solos, and Mr. James Hedley contributed an amusing French-Canadian recitation.

At eleven o'clock God Save the King brought a very happy and enthusiastic meeting to a close.

MONTREAL BRANCH BANQUET

THE attendance and enthusiasm at the banquet of the Montreal branch at the Windsor Hotel on Thursday evening, May 22nd, were patent indications of the flourishing condition of this section of the Association. Every feature of the evening proved to be highly enjoyable. Ratto's orchestra dispensed sweet music while the menu was being served. Messrs. Dufresne and Tattersall, the vocalists, were in good form, and the speeches of Messrs. Weir, Munro, Birks, Chapman and Thompson were received with marked appreciation.

The Hon. J. D. Rolland, chairman of the local branch, presided. On his right were Messrs. W. A. Weir, M.P.P. for Argenteuil, Fred Birks, William MacMaster, W. J. White, K. C., and on his left Messrs. Robert Munro, F. W. Thompson, Alex. McFee, president of the Montreal Board of Trade, W. B. Chapman and W. W. Watson. The vice-chairs were occupied by Messrs. J. C. Holden and J. J. McGill, the Quebec vice-president.

After the toast of "The King" had been duly honored, the president made a few brief remarks, introductory to the more serious aspect of the evening. He congratulated the Montreal branch of the Association on its increasing membership, which now numbered over two hundred. He then introduced Mr. W. A. Weir, member of the Legislative Assembly for Argenteuil, whose subject was New Quebec.

Mr. Weir's address was interesting and instructive, but can only be given in part. He began as follows :

The most famous advice of Socrates to his pupils was "Know thyself." This motto is deserving of being inscribed on the national banner or coat of arms of Canada. We are sometimes amused by the laughable misconceptions of strangers as regards our country, but relatively we are almost as ignorant. The ideas of the Old World writers seem to have made an impression upon us. We smile at Voltaire's description of Canada as a few arpents of snow, yet in our thoughts we follow his example, as regards those parts of our country which are not familiar to us, and are apt to think of them as barren wastes. But, at least, we are being slowly educated on these points. Within the memory of those sitting around this table, how often have our conceptions of Manitoba, the North-West and British Columbia been changed in ever broadening views of the wealth and the possibilities of these great regions! Five years ago we thought of the Yukon territory only as an ice-bound Arctic district, and yet last year it produced over \$20,000,000 of gold, and enlarged the bounds of our trade by millions more. The hope of Ontario to-day lies in what was considered its wilderness, and which is now dignified by the title of New Ontario. It is, then, of prime necessity for us, as a province, to keep prominently before our minds the ancient device, "Know thyself." Too long have we had emblazoned on our coat of arms the motto, "Je me souviens!" It has dominated our spirits and paralyzed our energies. Let us rather forget the past, save for the lessons it has taught us. Let us bury its feuds and

misunderstandings. Let us shake off the slothfulness of meditation and awaken to the fact that we have a glorious heritage that calls for our full activity.

Speaking of Quebec, Mr. Weir said :

GROWTH

In the last decade we added 132,439 to our population, a much greater increase than came to any other province of Canada.

The province has seven million acres of land surveyed and ready for sale. Last year two hundred thousand acres were sold to settlers.

OUR NEW TERRITORY

Four years ago, the Province of Quebec, by agreement with the Dominion Government, added 156,656 square miles to its limits.

It would be a strange commentary on the indifference of our people if it could be ascertained how many, or rather how few, residents of Quebec are aware of this fact. We took in a territory almost as large as France, and more than three and a half times the size of the State of New York, and our newspapers hardly made an item of it.

CLIMATE

I have examined a report from the Dominion Meteorological Department, giving information on this subject for various parts of Canada. Let me give you just a short statement therefrom.

The average temperature for the six months of summer, May to October, inclusive, is one degree warmer at Moose Factory, on James Bay, than at Dalhousie, in

New Brunswick; and twenty-one degrees warmer than at Rimouski, on the St. Lawrence.

AGRICULTURAL SETTLEMENT

The reports of the surveyors all assert that there is an immense extent of land capable of settlement and the production of vegetable supplies. The population best suited for this purpose is undoubtedly the children of the soil of our own province, and it is certain that they would be happier and more independent, settled upon our new lands, than in the factories and shops of New England. Mr. Low, late of the Dominion Geological Survey, says that New Quebec will be found better than New Ontario for agricultural purposes, and that no doubt rich mineral will be found in the Northern areas of our province, as well as in Ontario.

MINERALS

The total mineral output of the province in 1901 represents \$3,000,000, or an increase of half a million over the previous year. The most of this product comes from the district south of the St. Lawrence, but there has been considerable development also in the north.

FISHERIES

As long ago as 1876 the United States Commissioner for Fisheries reported that their whalers made fifty trips to Hudson's Bay, bringing home cargoes worth \$1,371,000, or an average value of \$27,240 per trip. As many as 200 white whales have been killed at one tide at Port Nelson, which, if valued at only \$100 each, give \$20,000 for one day's catch for a single vessel.

It takes these whalers two years for one cargo, for they are unable to pass in and out of the Hudson Straits and make their catch in the same year. It is apparent that if we had railway communication to James Bay the whaling fleet there could be increased, and each vessel could work in the spring and fall catch of every year.

Salmon, too, and the seal abound in this great inland sea. Other wild products are the otter, beaver, marten, elk, moose, reindeer, bear, the black, silver and white fox. With a railway in that region, these, which constitute the immense products of the numerous outposts of the Hudson's Bay Company, could be brought to the St. Lawrence, and undoubtedly time will bring about this change.

PULP WOOD

The pulp wood of our north is practically inexhaustible. There are thousands of square miles of spruce, enough for over a hundred years of much greater consumption than exists at present, and in that period, the major part of the exhausted territory could be recovered with spruce forests several times over. The pulp wood is rarely far removed from great water-powers.

RAILWAYS

A chief interest in this district at present

lies in the fact that situated beyond the Laurentian Mountains it presents the shortest and easiest highway, with easy grades for railway communication, between the Atlantic and Pacific oceans.

By the proposed trans-Canada Railway the distance between Port Simpson, on the Pacific, and Chicoutimi, on the Saguenay, will only be 2,705 miles, or two hundred miles shorter than from Vancouver to Montreal via the Canadian Pacific Railway.

A new transcontinental railway seems to be an absolute necessity for the market of the products of the great wheat fields of the west, and this northern and shorter route is apparently destined for its highway. If this holds true, a railway from Montreal to James Bay to meet this traffic will become a question of the near future. Toronto men, I believe, are projecting such a line from their city, and are also planning a road subsidized by the Ontario Government to penetrate into the Temiscamingue country, and secure the trade of that growing district, which should more naturally be controlled by Montreal. This is a question which I can but barely touch upon, hoping, however, by the mention of it, to give a direction to your thoughts that may result in a serious investigation and consideration of the whole question.

Broadly speaking, I do not believe in any wastes in nature. Every part of this great American continent, and of the globe, has its part and function in nature's great design. It may be difficult for us to ascertain these purposes, but as suddenly, it may be, as the despised Yukon became an El Dorado, so I believe will the northern territories of the Province of Quebec become a most valuable factor in our economic development.

At all events, Mr. Chairman, let us believe in our country. Let some idea of its bigness and grandeur enter into our souls. Let us look out over its tremendous expanse, its great areas of forests, inland seas, and extensive plains, and nerve ourselves for the work of urging on its development.

Let us realize that we are here to carry out the purposes of nature in preparing an imperial future for our beloved Canada. I picture to myself a nation of twenty-five or thirty million Canadians, loving their country with a genuine patriotic ardor, industrious, hardy, energetic and progressive, the peers of any other people on the earth. That dream, I am confident, is in process of being realized. That the present generation will do its part towards hastening the development is, I have no doubt, the ardent wish of every gentleman present, and of every true Canadian.

Mr. Weir's address, which was listened to throughout with marked interest, was concluded amid loud and prolonged applause. After a song from Mr. Dufresne, Mr. J. C. Holden introduced the next speaker of the evening, Mr. Robert Munro.

Mr. Robert Munro spoke of the position of Canadian trade in the West Indies, which islands, in company with some other gentlemen, he recently visited as a representative of the Canadian Manufacturers' Association and in the interests of trade. He mentioned the several islands that were visited, and said that their imports amounted to \$40,000,000, of which Canada's share was \$2,000,000, or 5 per cent. of the whole. Out of 750,000 barrels of flour that were imported Canada did not have the odd 50,000.

ISLANDS RICH BEYOND IDEA

Mr. Munro submitted some matters which will have the attention of the Association's executive in detail. He characterized the Island of St. Vincent as quite a paradise, and said that the fertility of the islands was rich beyond any idea of ours. He spoke of the lack of transportation facilities between Canada and the West Indies, and showed how it was a hindrance to trade. The transportation service to Jamaica was little more than a name; he would not give five cents for such a service. If we had a ten day service we could send our manufactures to Kingston and establish trade. Federation with Canada was more than once spoken of to the delegation, but only once discussed at a meeting that was held at St. Kitts, where the matter was brought up by letter. Mr. Munro recommended that if such a feeling really existed, it was the duty of the islanders to make it known to the Canadian Government.

Mr. W. MacMaster called upon Mr. Fred Birks, who recently returned from a business trip to Australia. He remarked that the competition in Australia was very keen indeed, there being a whole army of manufacturers' agents, representing manufacturers in every part of the world. Australia was owned soul and body by English capitalists. The whole interest of Australians was in purchasing from England, and the heads of many of the firms resided in Britain. This was one of the drawbacks that had to be contended with. The difficulty in doing business between Canada and Australia was the lack of proper transportation. If Canadians would wake and be willing to spend money to get trade in that distant part of the Empire, we would soon build up a large trade, because the feeling was loyal to Canada.

MR. W. B. CHAPMAN'S VIEWS

Mr. Munro called upon Mr. W. B. Chapman, who is well acquainted with the West Indies. He spoke of the need of proper transportation, and said that to give a Government subsidy to a line of steamers, like that now running between Canada and the West Indies was a perfect farce. What was wanted was the giving of a subsidy to a line like the Elder-Dempster, which now had a large interest in Jamaica. If that were done, we should, in a very few years,

do a very large and lucrative trade with the West Indies.

Mr. J. J. McGill called upon Mr. F. W. Thompson, of the Ogilvie Milling Company, who spoke of Northwestern Canada, remarking that less than 10 per cent. of the fertile land of Manitoba was under cultivation, and said that when we thought of the vast territory extending from the prairies of Manitoba to the foothills of the Rockies, having within its borders over 150,000,000 acres of the finest agricultural and grazing land in the world, we must realize that the time is not far distant when Canadian wheat, known as "Manitoba hard," must become a prime factor in the world's market. He counselled eastern manufacturers, while cultivating foreign trade, which was a most desirable thing, to guard well their interests at home.

Mr. W. A. Weir proposed the health of the chairman, and that gentleman having duly responded, "God save the King" was sung and the banquet was at an end.

NOVA SCOTIA BRANCH

The Association now has forty-five members in Nova Scotia, but, in view of the industrial development in that part of Canada and the fact that the annual meeting is to be held in Halifax in August, the membership should easily be doubled or probably tripled. Mr. J. F. M. Stewart, assistant-secretary, will be in Nova Scotia the second week in June to arrange for a Nova Scotia Branch. The members there have been looking forward for some time to the formation of a local branch and the general opinion is that Nova Scotia will be fully alive to the importance of such a provincial organization as this will result in.

DEMERARA EXHIBITION

There is to be an agricultural exhibition held in Demerara, in August of this year, and Canadian manufacturers of implements, especially cultivators, are invited to exhibit. Mr. S. A. Harvey Culpeper, estates and general commission agent, Georgetown, Demerara, is in charge of the exhibition, and Canadian exhibitors will be given every opportunity to make an advantageous showing.

A GOOD OPPORTUNITY

Two enterprising young business men from London, England, are in Toronto at the present time, investigating an opening for themselves and their capital in a live Canadian industry. They wish to become partners and could invest \$50,000 if the prospects warranted the investment. Any information which will interest them may be forwarded to the Secretary of the Association, and will receive prompt attention.

WEST INDIES IMPERIAL RELATIONS

Present Condition Unsatisfactory.

THE STAPLE PRODUCT

Demerara Correspondents of the Association state that the sugar planters are not at all satisfied with the changes recently proposed as an aid to the sugar industry. There is no confidence put in the agreement arrived at by the Conference in Brussels, as the European governments have not yet ratified it and a general opinion is expressed that they cannot adopt such a reduction in the bounties because of the opposition to such a measure by the very formidable sugar combinations.

Nor is the announcement that Sir Michael Hicks Beach intends to dole out £250,000 to the sugar islands any cause for satisfaction. In the first place there is a proposal to give 15s. per ton to British Guiana and Trinidad because these places have kept up to date with improved machinery, and 30s. per ton to the other sugar islands because they have not. The progressive islands suffer because of their progressiveness. Secondly:—It is doubtful how the distribution of this sum will be looked on by the United States. If it is regarded as a bounty and the United States countervail, it would be to the advantage of the islands to refuse the amount altogether. At present the United States is by far the best market for their sugar, and they cannot afford to antagonize it.

The islands all look to Canada for assistance. Our one-third preference falls a little short of the United States countervailing duty, but a slight extension of the preferential duty we have already established, would attract sugar from these British Colonies, who are anxious to deal with us.

THE U. S. MARKET

The United States, although at present the best market for British West Indian sugar, imposes a duty equal to the value of the sugar. In Puerto Rico the same quality of sugar that is manufactured in some of the islands sells for \$3.50 per 100 lbs., while in the British colonies it is only worth \$1.75. The advantage is gained by Puerto Rico only because it is a part of United States, and escapes the countervailing duty. This is a severe strain on the loyalty of the planters. They feel that Great Britain does not regard the islands as worthy of attention, and the effect of being a part of the United States is appreciated when it means double the price for all the sugar they can produce. This is unfortunate, but nevertheless a fact; but prominent men all through the islands are advocating closer relations with some country that will assist them with their staple product. Every paper published there has letters signed by leading men, who

do not hesitate to state that they have been too long looking to England for assistance, and the time has now come when some other nation must be asked to assist them.

THE PROSPECT

The United States market is, however, not to be depended on. The republic is reaching out and taking to herself cane-producing islands. Last year the consumption of sugar in the United States was 2,372,000 tons, the home production was 493,000 tons. Her insular possessions produced 476,000 tons, Cuba 656,000 tons. The production in the insular possessions and Cuba can be increased by two-thirds or probably doubled. The Danish West Indies will provide a further source of supply. Cuba already has a preference of 20% and the general opinion is that it is just a matter of years till Cuba is incorporated as part of the United States. Thus the United States will have within a very short time all the sugar she can consume produced at home. This situation is realized throughout the British Islands.

A POSSIBLE REMEDY

Canada has taken her place in the world as a nation. In tariff matters she has set an example to the mother country and won respect from all parts of the Empire. In the recent war she has shown herself able to take a prominent part.

We see the United States providing herself with tropical annexes. Some of these she has won by conquest; others she has deemed it advisable to pay hard cash for. Tropical provinces are just as necessary for Canada as they are for the United States.

The question of union with Canada has been fully discussed in the different islands, and Canada is not without her advocates of such a union. Mr. Geo. Johnston, Dominion Statistician, advocated this in the press in 1898, and many others express similar views.

The islands are crown colonies, their present governments are expensive and they have been forced to look elsewhere than to England for a market for their goods.

Is it a time for Canada to act? The West Indies are our natural complements. We can provide them with almost everything they require and they in turn can supply our markets with those products we continually import from the tropics. No conquest is necessary, nor is a purchase. The attitude of the people towards us is remarkably warm and friendly, and in several of the islands, probably in all of them, they would reach out for and accept gladly political union with our Dominion.

CANADA

CLIMATICALLY AND INDUSTRIALLY.

AT the present time there are at least two erroneous opinions regarding Canada which prevail abroad. The first is regarding our climate and the second our position as an industrial country.

CLIMATICALLY

The impression abroad is that Canada has a very severe climate; that her winters are long and trying; that snow and ice are with us most of the year; that fur garments, snow-shoes and flannels are necessary for everyone who sets out for this country. Truly, we do not deny that we have a winter season with its snow and ice. But it is not a season to be feared, but to be enjoyed. There is nothing more invigorating than a crisp Canadian winter morning, and its beauties cannot be detracted from. This latter fact accounts, in a great measure, for Canada being known as a cold country, for when sending pictures away it is generally a winter scene we send. Not because we have not beautiful summer scenery, but be-

lands of Ontario," the St. Lawrence with its Thousand Islands and Rapids, Niagara Falls and dozens of other famous resorts, but the mention of these places reminds all that Canada in summer has its nooks that eclipse for beauties many world famed summer haunts.

INDUSTRIALLY

Mr. Munro speaking at the West Indies banquet in Toronto, said that one of the most difficult things to make the merchants in the islands realize about Canada, was that it is a manufacturing country. They have for

ooo, our foreign trade (imports and exports), has increased 75%, rising from 202,000,000 in 1891 to 358,700,000 in 1901. At the present time our foreign trade per capita amounts to \$67, which is double the per capita trade of the United States.

To see the growth of Canada commercially during the last few years it is only necessary to follow the figures given below:

IMPORTS OF CANADA FOR HOME CONSUMPTION

Year	Value	Per Capita
1881	\$ 91,612,000	\$21.18
1891	113,345,000	23.24
1901	181,238,000	33.73



NIAGARA PENINSULA, ONTARIO.

cause we think winter scenes are different from what our friends are accustomed to.

The temperature in Canada varies considerably in the different seasons, but our summer months are warm enough for a person accustomed to the tropics. Last summer the thermometer registered in Halifax 92.8 degrees, Quebec 92.5 degrees, Montreal 93.7 degrees, Toronto 97.2 degrees, Winnipeg 92.8 degrees, and in Victoria 79.2 degrees.

Our summer gives us beauties in nature that cannot be excelled. From the Rocky mountains on the west to the Annapolis valley and the Bras d'Or lakes on the east there are thousands of miles of country dotted here and there with beautiful fresh water lakes and sparkling rivers. We could specify the Muskoka district "The High-

years looked on us as a country providing timber, fish and flour, but they are not accustomed to look to us for their carriages, pianos, etc. In fact everything that is manufactured strictly speaking is supposed to come from England or the United States.

This prevailing impression is due to the fact that our manufacturers while advertising their goods in England, Australia, New Zealand and other parts of the world have not shown the merchants of the West Indies that Canada has taken her place in the world's competition and in a great number of lines can manufacture cheaper and better than any other country.

We have a country with a larger area than the United States. In the last ten years, although our population has only increased about 10%, we now having 5,371,-

EXPORTS—THE PRODUCE OF CANADA

Year	Value	Per Capita
1881	\$ 83,945,000	\$19.18
1891	88,671,738	18.34
1901	177,433,439	33.35

This shows our foreign trade. Now to show we are progressing as rapidly at home let us look at Railway and Bank statistics:

RAILWAYS

Year.	Miles in operation.	Earnings.
1871	2,269	\$12,116,716
1881	7,260	27,987,509
1891	14,009	48,192,009
1901	17,657	70,740,270

BANKS (CHARTERED)

Year.	Paid-up capital.	Assets.	Liabilities.
1871..	\$36,415,210	\$121,014,395	\$ 77,486,706
1881..	59,384,987	198,967,278	125,063,546
1891..	60,742,366	269,491,153	188,337,504
1900..	64,735,145	440,348,102	340,295,278

BANKS (SAVINGS)

Year.	Number of Offices.	Number of Depositors.	Balance on deposit 30th June.
1871.....	230	17,153	\$ 2,497,259
1881.....	304	39,605	6,208,226
1891.....	634	111,230	21,738,648
1900.....	847	150,987	37,507,456

To sum up, our per capita trade in the last 10 years has increased 61 per cent; Railway earnings have increased 46 per cent; the excess of assets over liabilities of chartered banks has increased 23 per cent. and the money on deposit in savings banks has increased 72 per cent.

MANUFACTURING

In no industry has Canada made more striking progress than in that of manufacturing.

While the exports of products of the farm, the fisheries, the forest and the mine have increased by 253 per cent., from \$42,830,759 to \$161,184,001, since 1868, the exports of manufactured articles have increased by 918 per cent., from \$1,572,546 to \$16,012,502 in the same period. In almost every line our exports have made great increases. The returns from the Blue Book of 1893 compared with that of 1901 being a period

Cheap motive power is another essential for manufacturing with which this country is particularly well equipped. In addition to extensive deposits of coal in the Eastern and Western extremities of the Dominion, almost unlimited supplies of water power are scattered throughout the older provinces, and in British Columbia. With electrical transmission of power almost an accomplished fact, the importance of these water powers would be hard to calculate.

Space allows of special mention to only a few of the most important manufacturing industries. In this list that of food products,

passed from the farmers' wives into the hands of creameries and cheese factories. A higher quality is thus produced, as better appliances are used and more expert workmen employed. The establishment of a Government system of cold storage has greatly facilitated export. In 1901 the total value of butter exported was \$3,355,197, and of cheese \$21,123,251, in both cases, nearly all going to Great Britain.

BACON AND DRESSED MEAT

The packing industry in Canada is also conducted on a large scale. A peculiar kind of hog product is obtained which finds a ready sale in the British market. The total exports in 1901 of bacon amounted in value to \$11,497,480.

The value of dressed beef exported in 1901 was \$820,337. This is an industry which is being greatly extended at the present time. Mutton, dressed poultry and canned meats also form important items of export.

CANNED VEGETABLES

A considerable amount of capital is employed in the canning of vegetables and fruits. The output of these goods is now more than sufficient for the home demand and Canadian canners are turning their attention to foreign markets and it is gratifying to know that they are finding a good sale as the superior excellence of their product becomes known.

The canning of salmon in British Columbia is another important industry, the exports in 1901 amounting to \$2,889,482.

MANUFACTURES OF WOOD

WOOD PULP

Chief among these is wood pulp, in the



COMPARATIVE EXPORTS, 1868 AND 1901.

of eight years, show noticeable advances. Some of the items are as follows:

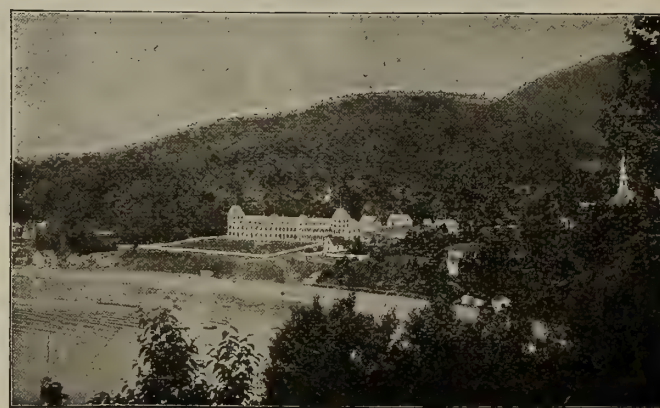
CANADA'S EXPORTS

Article.	Year 1893.	Year 1901.
Clothing and wearing apparel ... \$	58,680	\$ 664,111
Cordage, rope and twine	19,995	175,026
Cottons	383,314	581,732
Drugs and chemicals	122,085	685,410
India rubber	24,314	156,439
Manufactures of iron and steel castings..	10,735	106,579
Pig iron	948	131,131
Machinery	192,908	659,299
Steel and manufactures of	73,873	607,426
Boots and shoes ...	94,297	223,588
Harness, saddlery ..	28,248	136,943
Whiskey	140,834	440,688
Organs	268,905	458,506
Pianos	45,049	90,695
Wood pulp	455,893	1,938,246
Asbestos	396,718	868,873
Coal	3,357,185	5,438,903
Salmon (canned) ...	870,378	2,889,482
Shooks (box & other)	136,252	376,398
Wood for pulp	386,092	1,397,019
Cattle	7,745,103	8,781,386
Butter	1,300,199	3,355,197
Cheese	14,157,555	21,123,251
Eggs	868,007	1,692,296
Bacon	1,830,368	11,497,480
Beef	35,104	820,337
Hams	140,150	285,784
Split peas	137,198	193,154
Flour	1,798,878	4,030,746
Hay	1,452,872	2,097,902
Agricultural implements	462,503	1,749,565

The chief advantage of Canada as a manufacturing country consists of course in its abundant supply of raw material, the four great productive industries of which have been outlined above.

FLOUR AND OATMEAL

Although vast quantities of wheat are exported from Canada, a large and ever increasing amount is converted into flour in



TADOUSSAC, THE ST. LAWRENCE.

our huge milling establishments. Canadian flour has won for itself a splendid name in foreign markets, where on account of its excellent quality it is often mixed with flour from other countries. In 1901 the amount exported was \$4,030,746, the greater part of which went to Great Britain and Newfoundland. Oatmeal is also milled extensively, the exports last year amounting approximately to half a million dollars.

BUTTER AND CHEESE

The making of butter and cheese has

production of which about twenty million dollars are at present invested, and this amount is continually increasing. The superior quality of Canadian spruce, its unlimited quantity, and the abundant supply of water power, all combine to make Canada one of the best equipped countries in the world for the manufacture of this article. The exports last year reached the sum of \$1,983,246.

PAPER

Closely associated with the manufacture of wood pulp is that of paper. Up to the

present time almost the entire output of Canadian paper mills has been required for home consumption; but with the greatly increased production of wood pulp the manufacture of paper has also rapidly advanced and paper is beginning to figure prominently in the list of exports. With the help of capi-

for their elegance and strength, and have excited very favorable comment at both the Paris and the Glasgow Exhibitions. The bicycle industry, which is a branch of the vehicle industry, has assumed large dimensions. Being in control of a few large concerns, it is carried on in the most

the making of interior decorations and house-furnishings, considerable quantities of which are exported. Woodenware, such as pails and churns, is a profitable line, and so are wood specialties, which consist of odds and ends of good lumber utilized for such purposes as skewers, handles, dowels, etc. Bent goods in the form of hubs, spokes, rims, etc., are produced both for the home market and for export trade.

MANUFACTURES FROM MINERALS

IRON AND STEEL INDUSTRIES

At the present time many millions of Anglo-American capital are being expended in establishing iron and steel plants in Ontario and the maritime provinces, to utilize Canada's rich deposits of iron ore. The Government has been encouraging the establishing of such plants by generous bonuses on the output, a policy which has met with very encouraging results. In an address delivered under the auspices of the Canadian Manufacturers' Association, Mr. A. J. Moxham, General Manager of the Dominion Iron and Steel Co., pointed out that it was possible to manufacture steel in Canada at a cost two or three dollars less than in Pittsburg, which now so largely dominates the markets of the world. It has been said that industrial supremacy belongs



NEPIGON RIVER, NEW ONTARIO.

tal and skilled labor Canada is bound to become one of the most extensive producers of paper and paper wares in their many forms, such as envelopes and the various kinds of commercial and legal stationery.

FURNITURE

The manufacture of furniture is now being carried on in Canada on a large scale. The wants of different countries are being studied and highly skilled workmen employed to produce the styles in demand. A large foreign trade has been developed.

AGRICULTURAL IMPLEMENTS

Canadian implements by their superior quality have won for themselves an enviable position in the markets of the world. The growth of the industry in Canada has gone hand in hand with the agricultural progress of the country. The result is that there is hardly an important market in the world where Canadian agricultural implements are not used.

MUSICAL INSTRUMENTS

Canadian organs have won the highest awards at the world's expositions and are finding a ready sale in foreign markets. The manufacture of pianos has also advanced rapidly of late years. In the year 1901 the total value of organs and pianos exported amounted to \$549,201.

VEHICLES

The vehicle industry is conducted by large firms which are now branching out in export trade. Canadian carriages are noted

economical manner, and a high grade of bicycles is produced. The exports in 1901 amounted to \$350,315.

OTHER MANUFACTURES OF WOOD

A few of the other important articles of manufacture from wood may be enumerated. Doors and sash are produced in large quantities and shipped to Great Britain, South Africa and Australia. Matches are also made economically, both from paper and wood. Large factories are employed in

to that country which controls the world's supply of coal and steel. If that be so, the future of Canada is exceedingly bright.

MANUFACTURES OF IRON

Canada is noted for her manufactures of heating apparatus. These comprise all classes of wood and coal stoves, hot air furnaces, and hot water and steam furnaces. Machinery is also manufactured in large quantities and exported to the United States, Australia, British East Indies, Bel-



RANCHING, CANADIAN NORTH-WEST

gium, Russia, and other countries. Some of the producers are practically independent of the Canadian market altogether. Other iron and steel goods, which we can only mention, are sewing machines, steel rails, engines and boilers, corrugated iron for roofing, interior metal furnishings and fire-proof fittings. The manufacture of all these articles will no doubt be greatly stimulated by the increased production of iron and steel within the Dominion.

OTHER IMPORTANT INDUSTRIES

LEATHER GOODS

In 1901 Canada exported only \$2,178,604 worth of hides and skins, while her import amounted to over \$4,000,000. From the latter and similar products of local supply are made the various leathers and leather goods for home consumption and for export. The total volume of leather exported in 1901 amounted to \$2,365,222, of which the greater part went to Great Britain. In boots and shoes Canada is doing a large and increasing foreign trade. Harness and saddlery is also manufactured in large quantities, the latter being the more important for export. Leather sales in England and Australia have been growing rapidly during the last few years, and the future is full of promise.

TEXTILES

The woollen industry occupies an important place among Canadian manufactures. About \$15,000,000 capital is represented and employment given to at least 12,000 people. Tweeds, flannels, knitted goods, cloths, carpets and underwear are among the articles manufactured.

The cotton industry is in a flourishing condition, the exports in 1901 amounting to \$654,541. Trade in Canadian cotton promises to develop very rapidly.

TINWARE AND ENAMELED WARE

The manufacture of enameled, agate and granite ware, etc., for kitchen and household utensils, is an important industry in Canada. The companies engaged in it are well established, and are now successfully catering to the foreign market. The most attractive designs and convenient patterns are used to suit the tastes of customers abroad.

MISCELLANEOUS

Other manufactures in which the beginnings of a successful export trade are being made are rubber goods, jewelry, drugs, explosives, oil cake, soap and cordage.

In conclusion, Canadian manufacturers have grown beyond producing merely to satisfy the home market of five and a half million people. They are now looking out upon the world as their market, and are equipping themselves to enter the world competition in an intelligent and progressive manner.

Mr. John Thomas, of Sydney, N. S. W., called at the Association offices last week. Mr. Thomas is a manufacturers' agent of high standing, and intends securing the representation of Canadian exporters in his city.

CANADIANS, WAKE UP!

The members of the Association generally will heartily approve of the action of the Montreal Branch Executive at a recent meeting, recommending that a special effort should be made by the manufacturers of Ontario, Quebec, and the Maritime provinces to exhibit at the Winnipeg Industrial Exhibition. The secretary of the Association is now in correspondence with the Exhibition Committee and will be glad to furnish any firm deciding to exhibit with information concerning space, etc. The following open letter from Mr. Edward L. Drewry of Winnipeg, our Manitoba Vice-President, explains the situation.

It is earnestly hoped that there will be a hearty response from our eastern members, not only that they may benefit, but that our own western market may not pass from the control of Canadian firms to their foreign competitors.

WINNIPEG, May 17, 1902.

TO CANADIAN MANUFACTURERS:

The almost marvelous development of the resources of Western Canada now taking place is attracting the attention of not only Canadians in other portions of the Dominion, but also of a most desirable class of settlers from the United States. Thousands are coming in from Kansas, Nebraska, Iowa and the Dakotas.

Canadian manufacturers, if alive to their best interests, should certainly avail themselves of every opportunity of placing before this rapidly increasing population of the West the goods manufactured by them. As a means of bringing the manufacturer and consumer together, there is no medium more promising of satisfactory results, and at the same time so inexpensive, as the **Winnipeg Industrial Exhibition**, which will be held this year from the 21st to the 26th of July. The usual attendance during the week in which the exhibition is held is about 70,000 or 80,000. This year these figures will, in all probability, be considerably increased.

The undersigned has the honor of representing the Canadian Manufacturers' Association on the Exhibition Board, and in such capacity urges the manufacturers to take advantage of so excellent an opportunity of reaching all classes of people from every section of this wonderfully productive country.

The management of the Industrial desire to have as many of the exhibits as possible in motion, thereby adding to the attractiveness of the display generally, and with this in view, hope to be in a position to furnish necessary power at nominal cost. Would you kindly advise without delay whether you are likely to exhibit, and if so, the character of exhibit, space required and amount of power (if any), and whether stationary or in operation? No charge is made for space.

Very truly yours,

EDWARD L. DREWRY,

Vice-President for Manitoba Canadian Manufacturers' Association.

SOCIETY OF CHEMICAL INDUSTRY

The Canadian Section of the Society of Chemical Industry held an interesting meeting at McConkey's on the evening of May 2nd, Professor Lang, of the University of Toronto, presided. After an excellent dinner, papers were read by Dr. W. L. Goodwin, of the School of Mining, Kingston, on "The Manufacture of Charcoal and Bi-products in Ontario," and by Professor E. B. Kendrick, of Winnipeg, on the Artesian Water Supply of that city. Both topics were of deep interest, the papers showed careful preparation. The Canadian Manufacturers' Association was represented by the Assistant Secretary, Mr. J. F. M. Stewart. Mr. J. P. Murray, the Chairman of the Reception and Membership Committee, extended a hearty invitation to the Society to join the Association in the trip to Halifax next August.

TAXING TRADE

The United States Consul at Demerara reports that on March 12 the Colonial Legislature decided to impose a tax of \$48 on all commercial travelers taking orders for goods. Such a tax was tried in Jamaica a short time ago. It was never popular, only enforced in a few cases and has recently been repealed. It looks like a straight lift for the big merchant who can afford to send his buyers abroad, while in a number of cases the small man will be forced to purchase from jobbers at home, and be deprived of the advantages of outside competition.

The ordinance will likely only be popular with a few, as imports of manufactures into Demerara cannot at present be decreased, and the \$48 shall not be entirely paid by the commercial man. Besides, this will limit the commercial horizon of the colony, handicap business intercourse, and check development of trade. It is hardly in keeping with the present day idea of buyers who wish to profit by brisk competition.

REPORTS ON FOREIGN FIRMS

Increased Facilities—Lower Rates

The Association has entered into an agreement with the United States Export Association of New York, whereby we have the exclusive right to supply Canadian firms with their confidential reports on the financial standing of foreign firms. The regular price charged for single reports by this company is \$2 each. By special arrangement we are able to supply them to our members for \$1.50.

Arrangements have also been made with the Australian Commercial Agency of London to supply us with reports on firms in Australia and India at the same price as the above. These advantages are for our members. All reports are handled with care and promptness.

CANADA'S TRADE WITH WEST INDIES

*Report of Mission of Enquiry by Robert Munro, President, and J. F. M. Stewart, B.A.,
Assistant Secretary, of the Canadian Manufacturers' Association, 1902.*

NOTE BY THE PRESIDENT—Having previously arranged for a business and vacation trip to the West Indies, it was very agreeable to me that Mr. Stewart, the Secretary, selected for the mission of enquiry, should travel with me. I have had much pleasure in co-operating with him in the work, and venture to commend his report and suggestions.

ROBERT MUNRO.

SECRETARY'S REPORT

The Executive Council Canadian Manufacturers' Association, Toronto.

Having had the honor of being selected to represent the Association on a mission of enquiry into the position of Canada's trade relations with the West Indies, with a view to the expansion of our commerce with

these markets, I have the pleasure to submit my report.

It was my expectation that the report should have been a joint one of the President and myself, but I avail myself of his suggestion that I report individually.

Twelve British colonies were visited, which together with area, population and basis of Custom duties, are as follows:

	Area. Sq. Miles.	Population White.	Colored.	General Custom duties. 5 per cent. on unenumerated.
Bermuda	20	16,291		15 " " "
St. Lucia	233	49,883		15 " " "
Antigua	108	1,560	34,289	13 1/3 " " "
St. Kitts	65	2,343	18,263	11 " " "
Dominica	304	335	26,506	2 1/2 " " "
Montserrat	37	204	11,558	13 1/3 " " "
St. Vincent	132	40,000		11 " " "
Barbados	166	15,613	166,693	15 " " "
Trinidad	*1868	*273,655		5 " " "
British Guiana	109,000	278,328		14 1/4 " " "
Turks Island	166	400	2,000	10 " (with long free list).
Jamaica	4,200	14,692	610,579	16 2/3 " on unenumerated.

*Including Tobago.

116,799

1,563,712

First, I shall treat with the islands separately and in the order given above, then the general conditions of trade will be discussed and the recommendations I have to offer set forth

BERMUDA

(Abridged from the President's letter dated 13th February, 1902.)

Traders on these islands are enjoying a large measure of prosperity, but Canada's share in it is far from satisfactory.

I have interviewed most of the leading

merchants and find every one most loyal to British institutions, and willing to trade by preference with Britain and her colonies.

The feeling respecting Canada is that we have not shown much desire for the trade, probably not thinking the Bermudas worthy of attention.

The enclosed report shows the imports for 1900 to be two million dollars, having gradually risen from one and a half millions in 1896. You will notice that they are expressed in sterling, British money being the recognized currency.

Year	Total	U.K.	Canada	Other British Colonies.	U.S.	Other Countries
1896	£304,895	£90,025	£20,886	£7,756	£184,391	£1,837
1897	323,074	95,424	24,550	6,517	195,167	1,416
1898	351,274	104,974	30,611	7,346	205,308	3,035
1899	394,388	104,408	33,119	7,238	246,447	3,176
1900	397,136	104,009	31,488	9,932	250,729	978

It should be mentioned that the foregoing figures do not include Government stores, civil, military or naval.

The items representing Canadian interests that naturally called for enquiry, may be set down, together with the imports from the United States, as follow:

BOX MATERIAL

Canada	274,425 feet
United States	11,700 "

This item may be considered satisfactory, but should not be lost sight of.

BUTTER

1900 Canada...	34 tons	U. S. ...	125 tons
1901 "	38 "	"	124 "

There is no reason under the sun why these figures should not be reversed.

It is urged that the climate being warm rapid transportation is essential. Shippers will find, however, that through bills of lading can be had from any part of Canada, either via Halifax or New York at level rates of freight, so that New York route can be availed of at discretion. Shippers of butter should communicate with importers, whose names are subjoined. The demand is for best grades and well salted.

CHEESE

1900 Canada...	11 tons	U. S. ...	55 tons
1901 "	30 "	"	51 "

While these figures show important pro-

gress, there is still much room for improvement. Importers of butter and cheese are Messrs. M. Wainwright & Co., Hamilton; W. T. James, Hamilton; F. G. Boggs, St. George's; and others.

FLOUR

1900 Canada...	1,611 brls.	U. S. ...	24,000 brls.
1901 "	2,682 "	"	26,648 "

This is the most glaringly unsatisfactory item on the list, but I am assured by the largest importers that they are most willing to give the business to Canada on even terms, providing Canadian millers are in earnest about wanting it. Some direct communications have been addressed to Canada since my arrival. Prominent flour importers are Messrs. E. J. Thomson, W. T. James, S. D. Robinson, M. Wainwright & Co., all of Hamilton.

LUMBER

1900 Canada...	241 231 ft.	U. S. ...	2,640,529 ft.
1901 "	464,970 ft.	"	2,813,663 ft.

Imports of building lumber are mainly by schooner from Florida. Importers desire to be put in communication with Canadian mills for building lumber, as well as for doors, sashes and mouldings. The largest importer has sent specifications to the Secretary for the use of shippers. No wooden houses wanted. The native (coral) stone cut square costs only \$7.50 per 100 cubic feet delivered on the site. The same stone is sawn into slabs for roofing. The standard roofing must always be the native stone, because rain is the one source of water supply.

CANNED FRUITS AND MEATS

Imports exceed \$40,000. Canada's share is very small, but quality well spoken of. Cannery should send price lists to the importers. Importers are W. T. James, M. Wainwright & Co., Hilton A. Pitt.

COTTON GOODS

Great Britain has the largest share, but United States gaining ground. Importers have been feeling the Canadian markets, and are disposed favorably toward us. Our houses should follow up the advantage. Importers are Trimmingham Bros., Lockward & Ingham, T. J. Pearman & Son, and others. These firms import all lines of dry goods, mainly from Britain. Also boots and shoes, in which lines they are doing a growing business with the United States.

HARDWARE

The principal importers are W. Black, H. C. Masters, Godet & Young, who will

favorably consider any communications from Canadian sources.

CATTLE FEED

Hay and oats are about evenly divided with United States, though the greater quantity is doubtless of Canadian origin. Bran, 22,000 packages is credited to the United States, the major portion having certainly been purchased in Canada by United States shippers. Importers are the firms named under canned fruits. These same firms are importers of grocery supplies of all kinds.

RELATIONS WITH UNITED STATES

The table of imports quoted above shows that 60% of the entire imports are from the United States.

There has been an effort made to establish a convention between the Governments of Bermuda and United States under which

responsible and remit promptly. A small discount will bring Sight Exchange against bill of lading, once the seller is known to be reliable. Sight Exchange on Canada can be purchased at par. The Bank of Bermuda charges $\frac{1}{4}$ per cent. collection on drafts.

RECIPROCAL TRADE

I have not overlooked the fact that trade to be successful must be reciprocal. This holds good even though the exports from these islands amount to only about 25 percent. of the imports. Onions represent about 60 per cent. of the entire exports, potatoes about 25 per cent., and nearly everything goes to the United States.

The United States Custom's duty on Bermuda onions of 40c. per bushel represents about 40 per cent., potatoes 20c. per bushel.

The Canadian Custom's duty on onions is

apportionment of the expense does not appear to have been concurred in by all the islands.

I desire to express my deep obligation to the Hon. Eyre Hutson, Colonial Secretary, the Hon. F. W. Major, Receiver General, Comptroller of Customs, Mr. F. G. Gosling, Assistant Colonial Secretary, Mr. W. T. James and others for kind co-operation in my enquiries.

ST. LUCIA

This island is 233 square miles in extent ; the population 49,883. The principal town is Castries, with a population of 8,000, and is the naval station of the British Government for the West Indies. Two Pickford & Black boats, one going each way, call at the island fortnightly, and from the United States there are steamers calling every few days for the purpose of coaling.

The larger importers and general dealers in Castries are: McFarlane, Jr., & Co., McFarlane, Moffat & Co., Minvielle & Chastanet, Barnard Sons & Co., Peter & Co. Not quite so extensive are: Roger Langelier & Co., F. F. Gordon, H. Henville. All the foregoing are reported to us as quite responsible. McFarlane, Jr. & Co., Minvielle & Chastanet, and Barnard Sons & Co. are the importers of lumber, which they procure in the United States because they have been able to secure more prompt delivery and even sized shipments ; much of this lumber they know to be Canadian pine. All the above deal in general merchandise, *i.e.*, dry goods, fancy goods, hardware, boots and shoes, canned goods, groceries, paints, etc.

PURCHASING TERMS

There has been a strong prejudice against Canadian business methods, attributable to the fact that orders had been given to some Canadian Commission Merchants, who instead of buying in open market and turning over on a commission, really made use of the orders to pass drafts on the buyers, thereafter invoicing as merchants adding profit rather than a commission. Canadian exporters are said to be generally in too great a hurry to draw for their goods, in some cases even before the goods are shipped. Drafts of any kind are not looked on favorably. The firms we have recommended are responsible, and remit for their goods by the steamer that brings them or by the following steamer. This is an important point. However, so soon as the importers become satisfied with the respective sellers there will be no trouble in doing business on basis of draft with bill of lading attached.

The principal imports from Canada compared with those from United States and United Kingdom, and tariff charges for the year 1900, which are the latest published, are given below. The tariff on unenumerated is on a basis of 15 per cent. ad valorem:



CORAL QUARRY (THE BUILDING MATERIAL), BERMUDA.

the latter should rebate their duties by 20% in return for free entry into Bermuda of a long list of United States products.

This effort has been in progress since 1899 and has received the sanction of the Bermuda House Assembly. It is still sub judice, but there is a general expectation that it will lapse.

The adoption of this convention would not prejudice Canadian interests, because the convention contains a clause according the same concessions to Great Britain and other colonies.

BRITISH AND INTERCOLONIAL TRADE

Without a single exception, the importers whom I have met here strongly favor the objects of our Association. On even terms we can have the greater part of the business done outside of Britain, if our manufacturers are in earnest about it. The importers I have named are considered abundantly

25 per cent., less one-third, equals $16\frac{2}{3}$ per cent., on potatoes 15c. per bushel, less one-third, equals 10c. The Canadian tariff is so much more favorable that we cannot lay any blame in that direction.

The Bermuda onion is a delicacy unknown in our markets, and requires to be taken up and tried in order to create a demand for it. Many who have never eaten onions elsewhere enjoy them in Bermuda.

Hon. Eyre Hutson, Colonial Secretary, who has shown me much kindness, is himself on record as not only favorable to closer trade relations between Canada and the British West Indies, but has advocated the establishment in Canada of a West India sales agency representing all the B. W. I. colonies. The proposal had the unanimous approval of the Legislative Council of Jamaica, and was supported by the Government of Trinidad and by other islands. Its operation has been delayed only because the

	Total.	U.K.	U.S.	Canada.	Tariff.
Bacon and Hams	28,815 lbs.	3,938	23,480	429	2d. p. lb.
Beef and Pork (salted)....	307,023 "	204	294,948	411	rd. "
Biscuits (fancy)	22,535 "	11,784	10,365	....	4s. p. 100.
" (common)	1,158 bbls.	3¾	1,091	¼	2s. p. bbl.
Bran and Pollard	2,311 bu.	....	1,939	171	4d. p. bu.
Butter	34,683 lbs.	4,716	4,112	18,045	2d. p. lb.
French butter .....	....	....	....	6,079 lbs.	....
Cheese	31,528 lbs.	382	17,017	11,437	rd. p. lb.
Flour	17,501 bbls.	....	17,139	92	4s. p. bbl.
Hay and straw	£1,071	....	£379	£158	Free.
Oats	11,678 bu.	740	6,594	3,492	4d. p. bu.
Oilmeal	108,282 lbs.	13 690	90,717	....	9d. p. cwt.
Cottons and woollens	£23,865	£22,086	£661	£1	15s. adv.
Ropes and cordage	£638	£386	£205	£14	15s. adv.
Boots and shoes	£4,294	£3,372	£533	£157	15s. adv.
Soap (common)	370 805 lbs.	252,415	26,664	87,466	2s. 6d. p. 100.
Wood—Pitch pine .....	....	....	870,968 ft.	....	16s p. M.
White pine .....	....	....	529,707 "	64,400	10s. p. M.

The Hon. Frank C. M. Anson, Treasurer, has kindly provided us with the figures for 1901 in the items below, which compared with 1900, are as follows:

Year.	United States.	Canada.
Butter....1900	4,112 lbs.	18,045 lbs.
"1901	7,078 lbs.	22,437 lbs.
Cheese ....1900	17,017 lbs.	11,437 lbs.
" ... 1901	12,772 lbs.	20,683 lbs.
Flour ... 1900	17,139 bbls.	92 bbls.
"1901	17,060 bbls.	441 bbls.

This comparison is gratifying, but there is abundant room for Canadian manufacturers to take up flour. Some buyers say Canadian flour will not keep, others say it is quite satisfactory. The prejudice can be removed, it only requires careful personal attention on the part of our millers.

The items, bacon and hams, beef and pork (salted), biscuits, bran and soap can, with a little care, be greatly increased. Butter is already in the first place and with more attention as to package, etc., the French item can be eliminated. One importer suggested putting it up in a bottle similar to those we use for jam, instead of in the tin package. In cheese we show up well, but even here the quality in one case was reported as not regular; a cheese representative in our party had no trouble in opening new accounts.

In articles other than those given above, the share that Canada provides is not noticeable. From Great Britain the total imports amount to £220,000, from United States £124,000, from Canada £6,929. The articles and quantities of each are to be found in the Blue Book filed at our office, pages W. 3 to W. 34. Canada's share in this trade is small, because we have not acquainted the importers with the class of goods we can provide them with.

In textiles, boots and shoes, etc., the bulk of the stocks are of cheap quality, as the large majority of the population is colored and the wages paid are small.

For 1900 the total imports of the colony amount to £403,597. Of this Canada's share is £6,929, but here as in the other places visited, more or less Canadian merchandise

comes to the island from the United States ports in United States boats and are credited in the returns to our neighbor. The exports amount to £229,436, of which Canada takes £108. Total imports and exports are £633,033. Of this amount £213,644 or one-third is coal. The island imports about 100,000 tons annually and exports practically the whole amount, the value of which gets into the returns both as an import and an export.

Notwithstanding the difference between the imports and exports, St. Lucia is fairly prosperous. The large amount of gold sent to the colony by the home government for the maintenance of the naval station, makes such a state of affairs possible. Canada's good showing in butter and cheese is in some measure accounted for by a preference that exists in favor of our productions with the soldiers.

EXPORTS

The recent sugar depreciation has been a blow to this island and they speak of the present as a transition stage. They are turning from sugar to cocoa and already export considerable. Cotton is also being planted. I give here the figures for 1900:

	Total	U.K.	U.S.	Canada
Sugar.....	£53,576	£13,745	£39,630	£90
Cocoa	£38,247	6,266	France, £31,980	
Molasses...£	1,086	French West Indies, £1,086		

Mr. McHugh, editor of "The Voice of St. Lucia," and Mr. F. Floissac, of McFarlane, Jr. & Co., both of whom kindly gave assistance, arranged for a meeting of the merchants and planters to meet with Mr. Munro on the return trip, but the steamer being delayed we did not arrive till night and the meeting was impossible. Sir H. L. Thompson, K.C.M.G., the administrator of the Island, finding himself unable to attend the proposed meeting, wrote a very kind letter from which the following is an extract: "I should like the representatives of the Canadian merchants to know that so far as I am concerned I should be glad to see the trade relations between the West Indies and Canada improved, and would gladly consider any suggestions that the Canadian merchants might have to make with this object, or any

point on which the assistance of the Government might be possible and useful."

Hon. Frank C. M. Anson, Treasurer, also wrote, expressing his desire for a closer connection with Canada, "which might, and should be accomplished with a reciprocally satisfactory result."

In lieu of the meeting Mr. Munro wrote at some length the objects of our visit, which Mr. McHugh generously published in "The Voice of St. Lucia."

The importers appreciate the efforts of the Association to bring them into direct touch with our manufacturers, and we were able to explain that this would remove many objectionable features they have experienced in their dealings with Commission houses. They are all thoroughly loyal to British institutions and are very kindly disposed towards Canada. By ordinary care, Canada's share of this trade can, without doubt, be very materially increased.

LEEWARD ISLANDS

The Leeward Islands comprise Antigua, St. Christopher (St. Kitts), Nevis, Dominica, Montserrat and Virgin Islands, all of which were visited except Nevis and Virgin Islands. The seat of government is at Antigua. Total area of islands 566 square miles with a population of 127,794; 4,682 white and the remainder colored

Total imports for 1900, £346,395.

From United Kingdom..	£141,082
" British North America	24,949
" United States	140,051

Total exports, £301,011.

To United Kingdom	£ 61,673
" British North America	34,952
" United States	154,121

ANTIGUA

The population of Antigua is, whites 1,560, colored 34,289. The business centre is St. John's with a population of 9,738. The trade of the island for the year 1900 is as follows:

Total imports.....£116,693

From United Kingdom.....	47,377
" British North America	11,910
" United States	45,707

Total exports

To United Kingdom	£101,990
" British North America	7,458
" United States of America	23,989
" United States	67,016

The island depends almost entirely on sugar and has suffered greatly. The United States takes the greater portion of the exports, but Canada's share is by no means small, and the returns for 1901, when they are obtainable, will show a marked increase. The excess of exports to Canada over the imports from Canada is due to no other reason than that the merchants know what they can get and where to get it in other countries, but they do not know what we manufacture in Canada.

The tariff generally is on a basis of 10 per cent. with 33⅓ per cent. additional. A few of the articles imported with rates of duty paid are as follows:

	United Kingdom	United States	British North America.	Total Imports	Tariff
Bread and biscuits.....	£ 1	£ 3 057	....	£ 3,067	1s. bbl. of 100 lb.
Flour .....	....	12,808	473	13,453	5s. " "
Oilmeal	62	1,797	....	1,985	1s. " per 100.
Butter	1,151	225	327	1,726	8s. 4d. "
Cheese.....	19	169	92	280	8s. 4d. "
White and spruce pine .....	....	1,128	1,617	2,815	6s. 3d. per M.
Textiles, Cottons, Woollens, Linens, Made material..	8,342	380	18	8,830	10 per cent.
Hardware	3,731	658	31	4,471	10 "
Boots and shoes	1,318	259	1	1,584	10 "
Potatoes.....	....	3	449	471	1s. 6d. bbl.

This shows at a glance that Canada has yet to make a start in this island. Putting aside fish, in which we hold the market in all the islands, potatoes and lumber alone approach near a satisfactory condition.

EXPORTS

	U.K.	U.S.	B.N.A.	Total
Sugar (tons).....	344	5,756	1,501	7,603
Molasses (puncheons) ..	2,015	2,231	4,644	

The merchants and importers of St. Johns are as follows: G. W. Bennett Bryson Co., Ltd., Commission Merchants and Estate Suppliers.

General merchants: Wm. Forrest, J. Murdoch & Co., Warneford & Co., S. S. Kirkwood & Co., (stores also at St. Kitts and Nevis), B. Torry, W. G. Richardson & Co.

Provisions and Groceries: Jas. B. Smith, A. J. Camacho & Co., (also hardware and paints), Stephen R. Mendes, (baker, etc.), Manoel Gomez & Co., (also hardware and paints).

The Federal Council of the Leeward Islands was in session at Antigua during our visit and we had the honor of an interview with His Excellency Sir Hy. M. Jackson, K.C.M.G., Governor-in-chief, who expressed much interest in our mission.

Most of the merchants and several planters attended a meeting arranged by Mr. Bryson, where the trade relations between Canada and Antigua were discussed. Hon. S. L. Horsford, the Canadian Government agent at St. Kitts, who was at Antigua attending a meeting of the Federal Council, was present. The merchants are all favorably disposed towards Canada, and the exporters at the present time think Canada a better market for their sugars than the United States. Up to two years ago nothing was known about Canadian manufactured goods, and now there are only a few lines slightly introduced. The fault the merchants claim lies with Canadians, as they are always ready to see Canadian samples and willing to purchase those things which compete with what they now handle, but as yet the manufacturers have not shown their goods.

Regarding flour, such complaints as "too white," "will not rise when baked," "does not brown," were reported to us. Small shipments arriving from Western Ontario mills are satisfactory, but the prejudice can only be overcome by continuous effort.

At present the British Government are spending large sums of money in preparing accommodation for 2,000 Boer prisoners. Tenders for flour for the supply of the

prisoners specified certain brands of United States flour. We took this matter up and Mr. Munro addressed the Governor-in-Chief, asking that some steps be taken to see that Canadian flour should not thus be shut out, and His Excellency replied under date of 29th March as follows:

R. Munro, Esq.

President, Canadian Manufacturers' Association, Montreal.

DEAR SIR,

I only returned this morning to Antigua in Messrs. Pickford & Black's steamer "Dahome"

colored. In Nevis there are 192 whites and 12,905 colored; combined population 43,693.

This island is practically dependent on the sugar industry. For the present season they state that Canada is proving to be the most advantageous market for their product and the greater part of it is booked for Halifax. The planters are hopeful but claim that unless England gives them a direct preference till September, 1903, that there will be very few of them left in a position to carry on their work.

In the absence in Antigua of the Hon. S. L. Horsford, the Canadian Commissioner, his son arranged for a meeting of the merchants and planters, which was well attended, and a most interesting discussion followed our addresses.

The people of the island are loyal but they have been accustomed to look to United States rather than to Canada as their natural market. Canada's efforts to bind the empire together by a preferential tariff is appre-



ROYAL PALMS.

from a visit to other islands, so that your letter of the 18th instant has but just come to hand.

I shall not fail to bring to the notice of the military authorities, your remarks as to the desirability of allowing the Canadian milled flour a fair chance of competition, and to afford to your proposals the best support I can give.

I have the honour to be,

Sir,

Your obedient servant,

H. M. JACKSON,

Governor.

In view of this letter we believe that the matter in question will be at once rectified.

ST. CHRISTOPHER=NEVIS

The islands of St. Christopher and Nevis are taken as one in the Leeward Island Government returns. Basseterre is the port and business centre of St. Kitts. The island has a population of 2,343 whites and 28,263

ciated, but many in St. Kitts look for still closer relations than can be brought about by a preference in tariff. The subject of political union was brought up at the meeting by a letter from Mr. Augustine Monde-sire, and a discussion which followed showed the spirit of the planters and merchants to be in favor of such union. By this means it was thought a solution of the difficulties they have been experiencing in sugar matters would be found, and a good market opened for their products.

The merchants brought out the following points during the discussion: They are willing to buy and prefer to do so in Canada, at present they have practically no means of judging what class of goods Canada can produce. Every steamer has its United States travellers on board, English and continental commercial men also visit the island,

but it is an exceptional occurrence for a Canadian manufacturer to send a representative amongst them with samples. This must be done. Persistent effort accounts for the progress of United States interests and our progress depends on similar attention.

The leading merchants in Basseterre are : Mrs. M. W. Meggs, D. S. Blake, Rankin & Munro, Geo. Horn, dry goods, boots and shoes, fancy goods ; W. C. Stephens & Co., dry goods (also bakery) ; D. H. Ross, dry

	U.S.	U.K.	B.N.A.	Total imports	Duty
Bread and Biscuits	£ 2,805	....	....	£ 2,805	1s. 3d. per 100
Flour	25,264	....	£ 61	25,335	6s p. bbl.
Peas, Beans, Barley	349	£ 22	61	441	6d. p. bu.
Butter	74	307	615	1,024	8s. 4d. p. 100
Cheese	335	25	149	510	8s. 4d. "
Pork	5,498	....	....	5,502	4s. 2d. "
White and Spruce Pine	2,173	..	571	2,750	6s. 3d. p. M.
Textiles, cottons, woollens, linens, &c.	380	14,875	....	16,368	10%
Boots and Shoes	1,170	1,334	186	2,694	10%
Soap	88	1,480	16	1,585	4s. 2d. p. 100

The fiscal year ends March 31st, and we believe our showing will be better, but there is abundant work for our manufacturers in this island and an interested class of merchants to work with.

Exports are as follows (1900), total £84,080.

To United Kingdom	£ 2,209, 2 $\frac{3}{4}$ %
" United States	68,556, 81 $\frac{3}{4}$ %
" British N. America	8,208, 9 $\frac{3}{4}$ %

Of the total exports £74,486 represents sugar. United States takes £64,833 and Canada £6,771. In molasses our share is £1,395, United States £3,074. It will be seen that the imports, £135,507, exceed the exports, £51,427, which is largely accounted for by the low price of sugar. Import of oil meal amounts to 400 tons a year.

DOMINICA

This island is fairly prosperous, being less dependent on sugar. The business centre is Roseau. Population 26,741, divided, whites 235, colored 26,506.

Hon. J. Cox Fillan showed us every consideration while on the island, and arranged a meeting of merchants and planters. A general complaint was that one steamer a month from Canada is not sufficient ; also that although they have two steamers per month to Canada, they were often unable to secure space.

Here, as elsewhere, the merchants will give Canadian manufacturers the preference over the United States so soon as they are shown that our prices and quality are as favorable.

The merchants given below are all general dealers : D. O. Riviere & Co., John F. Tavernier & Co., F. Potter & Co., Estate A. C. Potter, A. R. Lockhart & Co., L. A. Giraud & Co., Jas. Garraway & Co., Wilson DuPignoi & Co. and E. Duvernet.

The imports of the island amount to £76,597.

From United Kingdom	£35,474	46 p.c.
" United States	22,208	29 "
" British N. America ..	1,620	2 "

Exports. Total, £65,065.

To United Kingdom	£46,900	72 p.c.
" United States	13,179	20 "
" British N. America ..	2,320	3 $\frac{1}{2}$ "

goods and furniture ; S. S. Kirkwood & Co., general merchants ; J. Farara, (all except dry goods) ; S. L. Horsford & Co., groceries, provisions, hardware, &c., (no dry goods) commission ; E. S. Delisle, groceries, provisions, hardware, &c., also commission.

The duty is on a 10 per cent. basis.

The returns for 1900 are as follows :—

Imports, total £135,507.	
From United Kingdom	£51,221 or 38%
From United States	£67,380 or 49%
From Brit. N. America	£10,807 or 8%

	U.K.	B.N.A.	Total imports	Duty
Flour .....	....	....	£ 2,805	1s. 3d. per 100
Butter	£ 61	....	25,335	6s p. bbl.
Cheese	22	61	441	6d. p. bu.
Pork	307	615	1,024	8s. 4d. p. 100
White and Spruce Pine	25	149	510	8s. 4d. "
Textiles, cottons, woollens, linens, &c. ....	....	....	5,502	4s. 2d. "
Boots and Shoes .....	..	571	2,750	6s. 3d. p. M.
Soap	14,875	....	16,368	10%
	1,334	186	2,694	10%
	1,480	16	1,585	4s. 2d. p. 100

The mother country has the bulk of the trade. Canada's share is hardly worth mentioning. I was able to secure figures for 1901, not yet published, which compared with 1900, are as follows :

	From Canada.		From U. S.	
	1900	1901.	1900.	1901.
Flour....bbls.,	100	260	7,802	7,123
Butter....lbs.	1,310	1,263	5 825	118
Cheese "	535	909	5,207	4,293

In 1900, 52,100 lbs. of oleomargarine was imported from United States ; in 1901, 56,200 lbs.

Some items in tariff are :

Oats.....	6d. per bush.
Bread and Biscuits..	3s. per bbl. of 100 lbs.
Butter and Butterine	10s. per 100
Cheese.....	8s. 4d. per 100
Flour	6s. 6d. per bbl.
Canned Goods.....	2d. per reputed lb.
Soap.....	4s. 2d. per 100

The exports for 1900 are as follows :

	To U.K.	U.S.	B.N.A.	Total Exports.
Cocoa.....	£20,075	79	319	24,285
Limes and				
Limejuice. £18,933	10,452	1,771	31,603	
Sugar	1,666		1,666	

MONTSERRAT

Montserrat is the smallest of the Leeward Islands. Population, white 204, colored 11,558, in all 11,762. Principal town, Plymouth.

Trade returns for 1900 are as follows :

	Imports.	Exports.
Total	£14,332	£5,254
United Kingdom	6,893	1,147
United States	4,052	1,921
British North America ..	612	91

This unsatisfactory comparison of total imports and exports is largely the result of a hurricane which swept the island three years ago, causing great destruction to property. The lime trees planted since then are not yet bearing, but in a year or two Montserrat will be in a much better position.

Her trade with British North America amounts to only £703, or about 3 $\frac{1}{2}$ per cent. of the total trade, and six-sevenths of this as above consists of imports.

A meeting of merchants and planters was held in the Court House presided over by

Mr. W. J. Collins, who assisted us in our work. Our flour was said to be "very dry," "did not keep," "did not brown in the oven," but it had improved recently. Cheese for a long time too large and too fat, but both faults being remedied. The merchants will be glad to learn more about our manufactured goods, as yet they have no idea what we turn out. General complaint was transportation, which was claimed not to be frequent enough, and rates very high.

In 1900, out of 2,970 barrels of flour, Canada provided none ; in 1901 she provided 95. Butter, 1900, 48 lbs. out of 1,433 ; 1901, 165 lbs. So also in other items, our proportion is hardly worth mentioning.

The exports are limes and limejuice £368, arrowroot, £411 ; drugs, £359 ; cattle, £1,081 ; mules, £576, none of which found their way to Canada.

The island is also in a position to supply Bay Oil, Lemon Grass Oil, Rookoo Seed and Tamarinds.

The custom's duties are the same as Antigua with an additional 33 $\frac{1}{3}$ per cent. of the duty.

The leading merchants : Miss Juliet Hall, general ; W. G. Blaydon, Mrs. Henry Dyett J. J. Wall, dry goods, boots and shoes ; W. H. Roach, W. H. Meade, W. J. Collins provisions and liquors.

ST. VINCENT

St. Vincent, of the Windward group, is a sugar island, and like the other islands depending on sugar it has suffered severely. Arrowroot has been substituted to some extent, but Canada's total imports of this article in 1901 amounted to only \$1,594, \$316 coming from the West Indies. Cocoa is also being cultivated.

The importers are : John H. Hazell, Sons & Co, groceries, provisions, hardware and lumber ; Gregg & Co., provisions, etc. ; Henry A. Hazell & Co., F. A. Richards, G. R. Corea, general merchants ; J. H. Simmons, lumber and estate supplies ; D. K. Porter & Co., estate supplies.

Canada's trade with the island is very small. Freight charges are complained of as being higher than from New York. Being a small island it does not get as cheap a rate as Barbados, for instance, which is farther away, and it is cheaper to ship to Barbados and reship, than to have sent direct.

The Governor of the Windward Islands, Sir Robert Baxter Llewellyn, K.C.M.G., was in St. Vincent and granted Mr. Munro and myself an interview. His Excellency is interested in the efforts Canada is making to bring about better trade relations with the West Indies, and hopes success may follow.

At present there is no money order service or parcel post between the island and Canada—these go via Barbados. With United States these matters have been provided for.

The population of the island is 40,000. Kingston, the business centre and port 5,000. As in the other islands the bulk of the population is colored.

Mr. C. J. Simmons, agent for Pickford & Black, who is a gentleman of influence in the island, put himself at our disposal and assisted us very much.

The extremely low price at which arrowroot is now being sold on this island should make it a subject of interest. Enquiries should be addressed to Mr. Simmons.

BARBADOS

We come now to the island that has suffered most acutely on account of the low price of sugar. Year by year the planter has been getting poorer, and his estate more and more encumbered. Unlike Trinidad and some of the other islands, a transition from sugar has not taken place. Many of the estates have been closed down and only a few have made improvements in recent years. It has been stated to us that much of the machinery on the island is antiquated and on some plantations not more than 60 per cent. of the juice is taken from the cane.

Along with these conditions comes the fact that in the island, with an area of 166 square miles, there is a population of about 191,000, (1891 census 182,306) being 1,150 to the square mile. The ratio of whites to colored is one to eleven.

Bridgetown, the capital, has a population of 21,000.

The planters acknowledge the excellent service rendered by the British Government at the Brussels Convention, but claim they cannot hold out till the reduction of bounties in September, 1903, and that unless Great Britain gives her West Indian Colonies a preference they will lose their estates.

These conditions reflect on the trading community. There are some very extensive merchants in Bridgetown, some of them possessed of large means. Their present policy is one of retrenchment. Stocks are being kept down to the lowest point, still there is great activity apparent in the stores. The amounts may be small, but purchasers are certainly numerous.

Withal Barbados is a fertile as well as a beautiful island. Sugar can be produced there under improved and modern conditions as cheaply as any place on earth. At present she exports about 50,000 tons, but this could be increased to 75,000. As soon as artificial means, which cheapen the cost of output on the continent, are done away with, and the normal condition is restored, Barbados will quickly resume her position as one of the best of the islands, and again become a good and a safe market.

Transportation to the island from United States ports is very frequent. Cutting of rates is indulged in. This has resulted in Barbados becoming a centre for distribution to the islands around.

The custom's tariff for general merchandise is on a basis of 10 per cent., but there are many exceptions.

The returns for 1900 (the latest published) are as follows: The figures represent pounds sterling.

	Total.	Great Britain	United States	B.N. America
Exports	919,011	68,251	501,165	146,689
Imports	1,045,251	446,186	357,492	77,843
Grand totals	1,964,262	514,437	858,657	224,532

These show us that we do not get our share of business with the island, for while we take 16 per cent. of the exports, we provide only 7½ per cent. of the imports. We present a stronger claim than Great Britain, which

	U. K.	U. S.	B. N. A.	Total import.	Duty.
Bacon and hams.....	£ 978	£ 2,823	£ 8	£ 3 842	10 per cent.
Bread and biscuits....	194	20,891	19	21,087	1s. per 100.
Butter	10,712	1,406	1,339	13,566	8s. 4d. per 100.
Cheese	293	981	637	1,917	8s. 4d. "
Flour.....	....	64,455	2,594	67,223	4s. 2d. per bbl.
Hay .....	....	1,124	1,231	2,531	3d. per 100.
Boots and shoes.....	7,740	1,279	....	9,212	10 per cent.
Leather.....	8,495	620	....	9,146	10 " "
Sulphate of ammonia..	40 286	....	120	40,478	4s. 2d. per ton.
Soap.....	14,209	3,253	263	17,893	1s. 6d. per 100.
L u m b e r—Hemlock, beech, white pine and spruce .....	....	58	13,010	13,077	5s. per M.
Staves	66	11,853	5,618	17,739	6s. 1,200 pieces.
Fish	718	18,281	36,309	61,677	
Textiles.....	154,629	2,780	175	160,987	10 per cent.

The principal exports in pounds sterling are :

	U. K.	U. S.	B. N. A.	Total.
Arrowroot.....	£ 51	....	....	£ 1,105
Coffee.....	....	....	....	3,167
Manjak	3,186	2,853	11	6,162
Molasses	1,148	6,842	139,676	148,936
Sugar	17,392	481,530	6,400	509,706

Some of the leading merchants in Bridgetown are : Da Costa & Co., general ; W. L. Johnson & Co., Ltd., general ; Geo. Whitfield & Co., Ltd., general ; J. R. Bancroft & Co., general ; John Hoad & Co., general ; C. F. Harrison & Co., general ; Hazell & Co., dry goods ; T. Herbert, hardware, paints, &c. ; F. Norman Roach & Co., provisions and liquors ; Jas. A. Lynch & Co., commission ; S. P. Musson, Son & Co., commission ; Hanschell & Co., commission ; Jones & Swan, commission ; Leacock & Co., commission.

FLOUR

As shown by the returns our flour is not well known. Pillsbury's brands three years ago had not been heard of ; they advertised extensively and sacrificed considerably, and now they supply the bulk of the trade. Canadian flour has no strong prejudice to overcome and the leading commission houses are very desirous to have shipments.

CANNED GOODS

Canadian canners of fruits and vegetables have supplied goods satisfactory both in price and quality. Complaint here is that the factories are too slow in filling orders and the opinion prevails that they are not large enough to supply the market.

CANNED MEATS

From Canada are also satisfactory, but in one or two lines the cans puff.

While in one of the stores I was shown a

takes only 7½ per cent. of the exports while providing 42½ per cent. of the imports.

The explanation is simple, because the countervailing duty charged by United States on Beet Sugar combined with moderate freight, operates more favorably than our preferential, and has diverted the bulk of Barbados sugar to United States markets.

The banking of the island is in the hands of the Colonial Bank, which is represented in all the islands. Under present conditions there is no attraction for a competitor.

Some of the imports with values and duty are as follows : All figures in pounds sterling.

case of samples just received from England. It consisted of 34 varieties of canned goods, jams, catsups, etc. The whole case valued at 16s. The merchant advised that Canadian manufacturers of such lines who are not represented on the islands, should adopt a similar plan.

SODA BISCUITS

From Canada have come to stay and are very satisfactory. Our fancy biscuits are not known. The supply is obtained largely from Huntly & Palmer, England. Cheap biscuits in barrels, of which there is an immense sale, come from United States exclusively. This is the case in nearly all the islands.

TEXTILES

With the exception of denims, ducks and drills, are all English. Several merchants remarked that Canada should supply them with the above named lines.

The commercial body of Bridgetown convened a special meeting for the purpose of meeting Mr. Munro and myself. The meeting was held in the Commercial Hall and was a representative gathering of the business men. Mr. Munro addressed the meeting at some length, after which a general discussion followed. The sugar outlook being so uncertain, very little stocking of our manufactures is going to take place. It was pointed out that the New York market could not be slighted until Canada was in a posi-

tion to take more sugar. We were glad to find planters declare that in a fair field they are quite prepared to compete with beet sugar.

In spite of England's delay in rendering aid to her colony, the people are extremely loyal and are willing to handle Canadian goods as soon as they find out what we have, and that we can deliver it to them in competition with other sources.

Mr. Chas. Pickford, of Pickford & Black, was in Barbados, and put his time at our disposal during our stay. Mr. Pickford is arranging a West Indian exhibit for Toronto Industrial Fair this Fall and is receiving much encouragement. He says it will be the best exhibit of the kind ever shown in Canada.

"The Barbados Advocate" devoted considerable attention to our visit, and fully reported Mr. Munro's address at Commercial Hall.

For fuller details of imports at all the islands, I refer you to Blue Books lodged herewith.

TRINIDAD

Of all the colonies visited Trinidad is the most prosperous. She has not been left to depend on sugar, although the growth of cane has not been abandoned.

Year by year the output of cocoa has increased till now about £1,000,000 worth is exported annually, which is about double the value of the sugar exported.

The population is about 260,000, with 60,000 in Port of Spain, the principal city. Besides Britons there are Spanish, French, Portuguese, Hindoos, Negroes, etc., the last named being as elsewhere, in the majority. The Coolie population is industrious, severely economical and prosperous.

Business is largely in the hands of Scotch merchants, but there are many wealthy Spanish, Portuguese and other firms.

As a result of a mixed population the requirements of the island are varied and the large stores keep stocks to suit the poorest as well as the most exacting of the population. This latter class have money to pay for the very best.

TRADE WITH VENEZUELA

The Spanish main is only a few miles from Trinidad and there is a large trade carried on between the two places. In 1882 the Venezuelan Government tried to stop this traffic by penalizing goods imported from Trinidad, by imposing an extra 30 per cent. duty which is still in force. This has hindered the trade, but it is nevertheless of great importance, and the merchants have hope that the home government will take steps to have the duty removed. Its removal would have an immediately beneficial effect not only on Trinidad, but on all the countries from which Trinidad draws her supplies. At present the extent of the trade with Venezuela is such that one merchant showed me

goods to the value of £15,000 for that market, and other merchants carry stocks to suit its requirements.

His Excellency, the Governor, Sir Alfred Moloney, K.C.M.G., has long been an advocate for closer trade relations with Canada. He showed us much courtesy on our way south and on our return was pleased to make an appointment with your President, to discuss the present situation. One of the first questions asked was, Why do Canadians not drink more cocoa? Although the question is not easily answered, it is a most pertinent one considering our climate. In an address on technical education delivered by His Excellency a few months ago at the Victoria Institute, Port of Spain, he spoke as follows:

"With the Dominion of Canada, the trade between which and the West Indies was much more considerable a century ago, the

Canada to Trinidad, which are natural complements. Again in most cases such travellers speak fluently the language of the countries whose custom they canvass; what an advantage over those who do not possess such a qualification for studying the wants of their foreign customers and making every endeavor to conform to them."

How true it is that Canada and these islands are "natural complements," and yet our intercolonial commerce is so limited!

Our explanation is that the consciousness of these facts led to the present mission, and seeing the output of our Canadian factories now exceeds our home demand, we expect our trade relations with the islands will be greatly extended. I feel sure that our Executive will greatly appreciate the earnest and practical interest of the Governors whom it has been our privilege to meet.

Hon. R. H. McCarthy, Collector of Customs



FOLIAGE, ST. KITTS.

falling off being ascribed to the rapid growth of the United States, their proximity as an introducing market and the great activity of their exporters. In the promotion of commerce there must be secured, in the matter of demand and supply, greater adaptability to colonial requirements. Foreign competitors in our markets have that special and valuable characteristic, notably in Spanish America, in the direction of which offer valuable inlets for British trade and with which Trinidad is so intimately connected in commerce, where foreigners, especially Germans, are steady and persistent in the bid for commercial supremacy, which accounts much for their successful rivalry and for whatever displacement of our trade has taken place in their favor. They are much more enterprising, through their commercial travellers, who are indefatigable and constant in their ubiquity, studying and adapting themselves to the wants of the different markets they resort to. Few indeed, if any of this class, have found their way from

toims, is also deeply interested in Canada and the furtherance of trade relations. He does not hesitate to state that it is to Canada Trinidad should look for a market, and I am informed that in a recent report he recommended the opening of a Commercial Agency in Canada for furthering Trinidad's interests. Mr. McCarthy has also given his personal attention to seeing that in declarations for customs purposes the country of origin is specified. While in Trinidad Mr. McCarthy showed Mr. Munro and myself many kindnesses.

CHAMBER OF COMMERCE

The Chamber of Commerce was convened to hear Mr. Munro and discuss Canadian affairs. Mr. Gordon Gordon, of Gordon, Grant & Co., the President of the Chamber, presided. The meeting was well attended, and the general feeling was that the two colonies were not dealing with each other as

much as they might. Besides the President of the Chamber, Mr. Rust, of Rust, Trowbridge & Co., Mr. Goodwillie, of Goodwillie & Wilson, and Mr. Edgar Tripp, Canadian Commissioner, took part.

In textiles, leather goods, boots and shoes, etc., the merchants have had no opportunity given them of knowing what our manufacturers turn out, but they will be glad to have representatives come to them and will help to introduce their goods. Transportation too, is a drawback, sailings being too infrequent. Our manufacturers are also blamed for being too slow in filling orders and not being sufficiently careful about packages.

While in Trinidad, news came that the Union Bank of Halifax is about to open a branch, and at the meeting it was hailed with delight. We have heard much criticism of the Colonial Bank during our tour.

The business places in Port of Spain are large, and the range of goods carried in the different lines is a surprise to a stranger.

General dealers:—Wilson, Son & Co.; Goodwillie & Wilson; Stephens & Scott; Millers Stores, Limited; Smith Bros. & Co., Limited; Davidson & Todd (no dry goods); Glendenning & Co. (no groceries or provisions).

Imports for 1901	Total	United Kingdom
Bread and biscuits.. £	13 047	£ 2,151
Butter (French butter £12,695)	22 888	7,073
Cheese	6,822	733
Confectionery	4,075	3,072
Oats	15,275	....
Fish	62,220	3,175
Flour	152,270	49
Hay and bran	3,167	....
Meats	79,350	4,673
Peas	8,252	133
Leather	5,901	4,289
Timber	54,909	....
Wearing apparel....	61,429	52,355
Jewellery, clocks, etc.	3,192	1 938
Cordage	9,228	4,408
Furniture	10,134	3,827
Boots and shoes	47,104	32,132
Soap	26,005	20,718

Hon. R. H. McCarthy, collector of customs, provided us with a few figures for 1901, which show a decided improvement. Compared with 1900 they are as follows:

	United States 1900	United States 1901	Canada 1900	Canada 1901
Flour ..	148,850	175,355	2,550	14,332 bbls.
Butter ..	46,079	64,541	13,572	25,777 lbs.
Cheese ..	174,861	161,960	21,360	32,689 lbs.
Bread & biscuits	23,413	18,602	74	897 bbls.

The total imports from Canada for 1901 will show an increase but nothing near what is possible. Trinidad is a progressive colony. Her administrators are progressive, and in spite of the sugar trouble Trinidad is prospering.

The reports will show that Canada's purchases in Trinidad are larger than previously, the increase due to sugar.

The principal exports according to last reports are:

Commission merchants:—Gordon, Grant & Co.; Rust, Trowbridge & Co.; T. Geddes Grant.

Hardware, harness, etc.:—Arnott, Lambie & Co.; Gerald & Shearer.

Jewellery:—Alexander Decle, Jr.

Building materials:—Trinidad Shipping & Trading Co.; Taylor & Gillies.

We had also the pleasure of meeting Hon. W. S. Robertson, general merchant in San Fernando, but were unable to visit that town, although there is good railway communication.

The trade returns for the last three years show the imports and exports as follow:

	Total	U. K.	U. S.	B. N. A.
1898 ..	2,293,056	769,350	496,169	73,053
1899 ..	2,535,965	949,685	628,324	62,629
1900 ..	2,500,258	681,894	605,405	66,245

	Total	U. K.	U. S.	B. N. A.
1898 ..	2,310,133	713,211	863,465	23 793
1899 ..	2,572,891	889,655	855,772	24,011
1900 ..	2,584,549	983,055	792,439	39,367

The fiscal year, ending as it does on March 31st, made the latest returns available from the Blue Book about a year old. Some of the items in last return published together with duty, are as follows:

Imports for 1901	Total	United States	British North America	Duty
Bread and biscuits.. £	13 047	£ 10,804	£ 82	1s. per bbl.
Butter (French butter £12,695)	22 888	1,824	860	1d. per lb.
Cheese	6,822	4,686	625	1d. per lb.
Confectionery	4,075	210	....	5 per cent.
Oats	15,275	12,789	2,307	4d. per bush.
Fish	62,220	15,077	39,284	Free.
Flour	152,270	148,850	2,490	3s. 4d. p. bbl.
Hay and bran	3,167	2,770	374	5 per cent.
Meats	79,350	73,870	332	Free.
Peas	8,252	6,608	251	Free.
Leather	5,901	977	....	5 per cent.
Timber	54,909	45,070	8,525	8s. 4d per M.
Wearing apparel....	61,429	2,087	8	5 per cent.
Jewellery, clocks, etc.	3,192	771	....	" "
Cordage	9,228	4,365	238	" "
Furniture	10,134	4,528	73	" "
Boots and shoes	47,104	5,883	....	" "
Soap	26,005	3,104	101	2s. 1d. per 100

	Total	U. K.	U. S.	B. N. A.
Cocoanuts, ..	15,565	9,391	4,654	500
Molasses..	26,165	4,325	711	1,788
Bitters....	37,138	13,051	13,222	....
Sugar	550,009	302,705	218,141	15,987
Asphalt ..	177,460	27,128	109,135	245
Cocoa	978,632	348,630	308,715	7,542

Trinidad has many strong advocates of Canadian Trade. Besides those mentioned are Mr. Robert Reid, of Gordon, Grant & Co., and Mr. T. Geddes Grant, who handles solely Canadian goods, both of whom assisted us in every possible way. Mr. Jas. R. Wood, representing Arcsott & Co., of St. John, N. B., who gave us very valuable assistance at all the islands, is remaining in Trinidad in the interests of the above firm. Hugh McLellan, Esq., also showed us much kindness.

The merchants are all very friendly to Canada and Canadians, and each and all

express themselves as willing and glad to give us the preference as soon as we show them we can compete.

While being shown through one of the stores, I was informed as follows:

FURNITURE DEPARTMENT—WARDROBES

A large sale, and prices are not quoted generally by United States and Canadian firms.

DRESSING TABLES

Our styles are satisfactory, the range carried in this store being from \$5.75 to \$15 wholesale.

WASH STANDS

Very plain, spindle legs, stained, a hole to set basin in. Single \$7.15 per doz.; double \$9.00 per doz.

WRITING AND ROLL TOP OFFICE DESKS

Of United States manufacture.

CHAIRS

Heywood & Co., New York, supply a plain cane seat at \$5.50 per dozen, a spindle back at \$6.50. A large assortment carried. The bent chairs coming from Germany.

REFRIGERATORS & ICE CHESTS

Costing from \$2.50 to \$12.00, and manufactured by Cooper & McKee, Brooklyn, and Munro Refrigerating Co., Lockland.

SIDEBOARDS

A marble top preferred, but many complete in wood.

DINING TABLES

Several lines. One a golden oak, 42 x 42, 6 to 12-foot extension; six foot costing \$4.80, twelve foot costing \$8.00. Very plain turned leg table, 22 x 22, costing \$12.00 per doz.

IRON BEDS

Made in England. On many of these the posts are about 7-feet high for purpose of draping mosquito nets.

STOVES

Coal and wood. Many sold, costing from \$7.00 up. Some noticed were made by Union Stove Works, New York.

ENAMELLED WARE AND TINWARE

This from United States and England.

CARPETS AND RUGS

Canadian carpets are known satisfactorily. The market is for rugs and mats rather than the roll carpet. Alexander Smith & Sons, New York, are manufacturers' names I noticed, also Butterworth Walton Rug.

WINDOW BLINDS

Canadian as yet unknown, market good.

WALL PAPER

One firm was just putting a Canadian consignment on the shelves which was satisfactory. The cheapest selling price in store was 8c. per twelve yard roll, and went up as high as 60c. per roll. Carey Bros. and Benton Heath & Co., Hoboken, were makers' names noticed.

MOULDINGS AND PICTURE FRAMES

Both England and United States.

SEWING MACHINES

From United States. The Singer being well known.

BRUSHES AND BROOMS

For the most part from England. Corn brooms from United States and also from Canada.

STEP LADDERS

With pail rest, 20c. per foot.

TRUNKS

Similar styles to those made in Canada. Cheap packing trunks in nests of five from 18 to 34 inches are obtained in United States at \$3.10 per nest and 10c. packing.

BAGS

All noticed were from United States.

SADDLERY HARNESS

From England.

DENIMS (BLUE) AND DUCKS

A very important market. Amoskeog Manufacturing Company, Manchester, N.H.

Denims, 6 to 12c. per yard, 30 inch.

Duck, 6 to 9c. per yard.

Canvas, 14 to 20c. per yard, 22 inch.

BLANKETS

United States and England ranging in price from 50c. to \$5 00.

BOOTS AND SHOES

United States, English, Austrian, German, French. This store retailed men's as high as \$5, and women's, \$3.50. Other merchants carry more expensive lines. The cheaper shoes more in demand.

Rubbers from England.

OIL CLOTH

Big sale, principally cheaper grades.

SILVERWARE, ELECTRO PLATED WARE

English people are very conservative about this and look for the English Hall stamp.

WATCHES

No good watches in stock. A four, five or six shilling watch is what is carried. In gold about a 7k. is the general requirement. Swiss and United States both carried.

UMBRELLAS

Canadian are favorably known. Handles for the most part are free from metal as the climate colors it very rapidly.

BRACES

United States and German. The less metal the better, same reason as above.

BISCUITS

English, United States, also Canada. No fancy or very cheap lines from Canada.

CONFECTIONERY

United States, English and French. Delatour's chocolates, United States, sell as high as 60c. per lb. On account of the loss by climate, merchants figure on about 100 per cent. advance.

CANNED GOODS

One pound tins apples, peaches, pears, grapes, plums, retail from 16c. to 24c. per tin. Corn, peas and tomatoes cost \$1.00 landed. (Tuthill & Stoddard's).

BAKING POWDER

The Royal, manufactured by the Royal Baking Powder Co., New York, sells for 54c. lb. tin.

MATCHES

The "Safety," made in Austria, the largest sale in this store.

OATMEAL

Imported in tins containing 1, 2, 4, 7 and 14 lbs. The 2-lb. tins costing \$1.32 per doz. net. Cereals in paper packages from U.S. also well known.

SALMON

United States and English. The English Salmon is "Fraser River."

LOBSTERS

These from England, but are Canadian lobsters and sell at 40c. per pound tin.

CANNED MEATS

A large business, all kinds. From United States. Sliced beef, 1-lb. tin retail, 30c.,

were exported. Last year, although below the four or five preceding years, the exports amounted to 108,522 ozs.

British Guiana is a sugar colony. Sugar for 1900-01 represented 59 per cent. of the total export and with the other products of the cane, rum and molasses, amounted to 77 per cent. Considering these figures the colony has not suffered as much as might have been expected. Sugar can be produced very cheaply and the large estates have kept their mills supplied with modern machinery. The result is that instead of taking from 60 to 70 per cent. of the juice from the cane as reported at some points, they take from 95 to 99 per cent. Some of the estates are also experimenting with plows driven by motors for cultivating.

Although the United States is her best market, the greater part of the imports come



DA COSTA'S DEPARTMENTAL STORE, BRIDGETOWN, BARBADOS.

Potted ham $\frac{1}{4}$ -lb. tin cost 50c. per dozen, retail 8c.

KIPPERED HERRING

Some of these are Canadian. More care should be taken in wrapping. All the tin should be covered as the climate rusts it.

HAMS

R. A. Ferris & Co., New York. Those preferred run from 8 to 12 lbs., and cost landed 16c. per lb.

BRITISH GUIANA

British Guiana has an area of 109,000 square miles with a population of 278,328. Georgetown, the capital and principal port, is situated at the mouth of Demerara River and has a population of 53,176. The town next in importance is New Amsterdam on the Berbice River, with a population of 9,000.

The country has never been developed. Its mines and forests are very valuable. The gold industry is important and has had a steady growth from 1884, when 250 ounces

from England. This is because the larger estates are owned and financed in the mother country.

There are two banks, the Colonial and the Bank of British Guiana, but I am sorry to say that the business people generally criticize their rates and methods.

A favorable settlement of the sugar question would make British Guiana a very prosperous colony. At the present time it is quiet, but has suffered but little in comparison with Barbados.

The imports and exports (in \$) for 1900-1901 are as follows:

	Imports	Exports
Total	6,688,937	9,100,385
United Kingdom.....	3,230,495	4,497,486
United States.....	1,901,332	4,243,982
British N. America...	373,676	162,084

Imports (in \$) into the colony for the financial year 1900-1901, together with duty, which, on unenumerated, is on a 15 per cent. basis, with a rebate of 5 per cent.

	Total	United Kingdom	United States	British North America	Duty
Bags and Sacks.....	\$ 82,391	\$ 19,287	(East Indies, 63,103)	\$1.25 per 100.	
Bread, Biscuits.....	9,697	1,334	8,362	....	½c. per lb.
Butter (French Butter, \$33,109),	74,762	30,129	4,596	3,883	2c. per lb.
Cheese (Holland Cheese, \$15,826)	27,113	3,134	4,955	1,211	2c. per lb.
Flour.....	591,261	..	571,313	10,891	\$1 per bbl.
Hams.....	24,713	6,737	17,918	416	2c. per lb.
Lumber, Yellow or Pitch Pine,	32,178	....	19,964	12,213	\$3 per M.
Other than Yellow Pitch Pine,					
dressed.....	6,388	....	5,058	1,329	\$5 per M.
Lumber, other.....	81,700	....	62,955	18,744	\$3 per M.
Oats.....	47,736	1,332	19,167	26,923	½c. per lb.
Paints.....	19,874	17,803	276	1,712	20 to 75c. per cwt.
Pork (Bbbs.).....	221,461	....	221,461	....	\$2 per bbl.
Soap.....	70,853	55,079	13,728	1,023	½c. per lb.
Boots and Shoes.....	124,640	107,570	16,991	2	15 per cent.
Leather and Leather Manufac-					
tures.....	21,377	19,203	867	26	15 per cent.
Paper and Paper Manufactures.	12,225	8,028	440	1,132	15 per cent.
Stationery.....	34,553	32,920	1,251	15	15 per cent.

Returns of imports from Canada for the nine months ending December 31st, 1901, in flour, cheese and butter were kindly provided by Hon. David G. Garraway, Comptroller of Customs. Taking the nine months as a basis, the figures for the present year compared with 1900-1901 are as follows :

	1900-1901	1901-1902
Flour, bbls.....	3,775	4,106
Cheese, lbs.....	10,071	12,716
Butter ".....	15,961	31,887

This increase is very gratifying. Flour has lived down any prejudice that existed. The mills that are supplying at the present time are in Western Ontario and much more flour than is sent can be handled. Complaints were made by one importer, who had introduced a brand, that as soon as it was well known, another merchant was supplied with the same flour. From the West Indian standpoint this is not business, and we must conform to their methods, providing we are fairly and profitably dealt with.

In Demerara the time for consigning flour is about past. The system is generally unsatisfactory, though sometimes necessary, in order to have a new brand introduced. The merchants are prepared to purchase and would just as soon secure the flour that way.

Canadian cheese is preferred to the Dutch cheese which now supplies the market, but ours are too large. They wish a cheese weighing 9 to 11 lbs. These come packed four in a flat box, each cheese separated by slats. One of these may be seen at the head office of the Association.

THE EXPORTS (IN \$) FOR THE YEAR 1900-01

	Total	U.K.	U.S.	B.N.A.
Balata....	94,007	94,007	....	....
Bullion				
(raw gold) 1,886,802	1,886,802	....	....	....
Diamonds.....	12,876	12,876	....	....
Timber....	87,374	74,840	....	540
Molasses....	59,382	624	....	7,981
Rum.....	1,437,081	1,333,916	..	59,963
Sugar.....	5,411,792	1,074,979	4,243,706	90,547

The merchants and importers are as follows :

Sandbach, Parker & Co., Thom & Cameron Ltd., Garnett & Co., Sproston, Ltd., J. P. Santos, commission and estate supplies; Weiting & Richter, commission, bakers, also supplies; Smith Bros. & Co., general (includ-

ing lumber); Booker Bros., McConnell & Co., La Penitence Store, Ho-a-Hing, general; Flett, Smith & Co., M. N. Riek, dry goods, boots and shoes, leather; D. Curry & Co., dry goods, groceries, furniture; J. I. Chap-

ments, &c., such as are in every day use on sugar estates, to be used as samples by our manufacturers. Detailed mention is made of these later in the report.

"The Daily Chronicle" and "The Argosy" both gave prominence to the visit of your representatives, which we desire to acknowledge, and I commend to members a perusal of the "Chronicle's" leader on "Trade with Canada" in their issue of March 5th, filed at the office.

The following items may be of interest.

BOOTS AND SHOES

Twelve shillings in men's, the highest priced carried, five shillings to six shillings the staple.

TENNIS SHOES

Cheap white canvas tops. Very large sale, costing 40c. Sample in office.

CHEESE

Dutch cheese with pressed sausage skin



AVENUE OF PALMS, BRIDGETOWN, BARBADOS.

man, groceries and provisions; J. B. Sharples, builders' supplies; R. P. Kaps, jewellery.

A special meeting of the Chamber of Commerce was held for the purpose of discussing trade with Canada, at which Mr. E. M. Sanderson, President of the Chamber, and Manager of the Colonial Bank, presided. A report of the meeting as contained in Demerara papers will be found in addenda. Any feelings of lukewarmness that may have existed disappeared after the meeting, and it was a real pleasure to meet the merchants in their places of business and discuss questions of interest. We left Demerara feeling that our sister colony is ready and willing to give Canada every opportunity to introduce her merchandise.

Mr. Guy Wyatt of Sandbach, Parker & Co., assisted us in our enquiries and helped us in every way possible. He also presented the Association with a number of imple-

cover weighing about 10 lbs., four cheese in a flat box, air holes in box covered with wire. At time of visit costing £59 per ton f. o. b. Liverpool.

HAMS

Size sold from 8 to 12 lbs. Obtained both in England and United States.

SOAP

168 tablets in a box, 5 1/3 oz. each or 56 lb. net, selling at from \$2.25 to \$2.40 per box. This would cost about \$1.65 f. o. b. Port. Duty 1/2c. per pound. Sale of this enormous. Imports of soap 1901, \$701,000. Much of it this quality.

OATMEAL

Put up in tins.

1 lb., 3s 3d. to 3s. 6d. f. o. b. London.

2 lb., 5s. 6d. to 5s. 9d. " "

LARD

(Compound kept out by duty) in 3, 5 and 25-lb. sealed pails.

Sandbach, Parker & Co's specimens.

APPROXIMATE C. I. F. PRICES

7/8 in. Screw Auger, 35c. each.
 Hexagonal Bolts and Nuts, 3/8 in., 6c.; 1/2 in., 4 1/2 c.; 5/8 in., 3 1/4 c.; 3/4 in., 3 1/4 c. per lb.
 Tower Bolts, 6 in., 48c.; 8 in., 70c.; 10 in., 82c.; 12 in., \$1.00 per doz.
 14 in. Galvanized iron buckets, 30c. each.
 8 oz. Paint brush, 28c. each.
 1 White-wash brush, 36c.
 1 Stencil, 22c.
 1 Bass broom, 24c.
 1 Brass wire tube brush, 2 in., 22c.
 1 Steel wire tube brush, 3 3/4 in., 36c.
 3 in. leather belting, 13c. per ft.
 Com. I. B. Blocks, 8 in., single, 50c., and double, 87c., each.
 Bust Blocks, 8 in., single, 28c., and double, 52c. each.
 I. B. Blocks, 7 in., single, 56c., and double, \$1.05 each.
 Osnab. Bed Sack (for Hospital use) \$8.00 per doz.
 Bed sheets for hospital use, Cotton—\$4.40, and Osnab., \$6.60, per doz.
 Blankets, for hospital use, white, \$8.00, and red, \$6.50 per doz.
 Striped gowns, for hospital use, boys', \$2.75, and girls', \$2.30 per doz.
 Men's Osnab., for hospital use, \$6.00, and striped, \$3.50 per doz.
 Basins, for hospital use, enamelled, \$1.75, and galvanized, \$1.15 per doz.
 Enamelled pint cups, with covers, for hospital use, \$1.80 per doz.
 Tin Mess Pans, 33c. per doz.
 Tested anchor chains, 1/4 in., \$3.75; 3/8 in., \$3.25; 1/2 in., \$2.90; and 3/4 in., \$2.80 per lb.
 4 prong agricultural fork, \$11.90 per doz.
 Spades, "square mouth," 26c., and "round mouth" 26c. each.
 Asbestos sheet, 5 1/2 c. per lb.
 Set blinds, bridles and bit, \$1.00 each.
 1 Mule collar, \$2.40 each.
 Basil skins, strained 43c., and unstrained 40c. per lb.
 Harness leather, brown, 36c., black, 36c. per lb.
 English sole leather, 34c. per lb.
 Saddlers' felt, \$1.65 per yard.
 Angle hinges, 6 in., 78c.; 8 in., \$1.10; 10 in., \$1.75, and 12 in., \$2.05 per doz.
 T hinges, 6 in., 25c.; 8 in., 34c.; 10 in., 50c.; and 12 in., 72c. per doz.
 Rubber hose, 1 in., 26c.; 1 1/4 in., 36c.; 1 1/2 in., 44c. per ft.
 Hoes, "oo," \$1.75 and "ooo," \$1.55 per doz.
 Flat and round iron, \$1.58 per lb.
 Hurricane lamp, 36c. each.
 Dead lock, 6 in., 26c. and 8 in., 52c. each.
 Rim, 6 in., 28c. each.
 Galvanized pad lock, 2 in., 8c. and 2 1/2 in., 10c. each.
 Nails, galvanized sheeting, 3c. and slating 6c. per lb.
 Spikes, galvanized, 3 1/2 c. and S. C. Iron, 3c. per lb.
 Oakum, \$2.05 per barrel of 50 lbs.
 Boiler rivets, 4c. per lb.
 Rubber, "India," 25c. and insertion 24c. per lb.
 Shovels, "oo," \$2.70; "ooo," \$2.50 per doz.
 Galvanized staples, 2 3/4 c. per lb.
 Patent hasps and staples, 32c. to 40c. per doz.
 Sewing twine, 9c. per lb.

Washers, iron, 2 1/2 c., and galvanized, 4c. per lb.
 Barbed wire, \$2.90 per 100 lbs.
 Cutlass (or matchet), \$7.50 per doz.

TURK'S ISLAND

Turk's Island, with its town of Grand Turk, is touched at by the Pickford & Black steamer for Jamaica.

Its Government is in the happy position of having a surplus invested in British consols. There is no Blue Book published, but the Hon. Douglas Young, Commissioner, provided us with the following figures for the last fiscal year :

	Imports	Exports
Total.....	£29,564	£34,584
United Kingdom	3,385	292
United States.....	20,400	25,287
Canada	1,713	3,793

The exports consist almost entirely of salt, of which 1,806,000 bushels were exported last year, of this 300,000 bushels was fishery salt, considerable of which went to Canada and Newfoundland. Sponges to the value of £4,000, and Sisal grass, £5,080, constitute the balance of the exports. The companies handling Sisal grass are East Caicos Co. and West Caicos Co.

Merchants are as follows :—R. C. Frith, general merchant, including lumber ; Percival Frith, groceries, provisions; Frith Bros. & Co., W. S. Jones, general jobbers ; J. Lindsay Smith, provisions, salt dealer.

Estate J. J. Frith is one of the largest salt companies, with an output of about 300,000

bushels. This market is very small. The whole population only about 2,400, 2,000 of which are colored.

The general tariff is ten per cent., with a long free list.

JAMAICA

The population of Jamaica estimated on 31st March, 1901, is given at 755,730. The white population is about one to forty-five. The area of the island 4,207 square miles.

The imports and exports in pounds sterling for the year 1900-01 are as follows :

Total imports.....	1,722,069
United Kingdom	814,639 or 45.2 per cent.
United States.....	717,033 or 43.4 "
Canada	141,409 or 8.6 "
Total exports.....	1,738,523
United Kingdom	317,161 or 18.8 per cent.
United States.....	1,139,722 or 63.8 "
Canada	31,053 or 1.6 "

This shows us that Canada is not very well represented. Of the imports £141,409, fish alone amounts to £131,085. The export figures do not show the true state of affairs. Canada took last year from the United States, bananas to the value of £120,000, most of these coming from Jamaica via United States ports, so that Canada gets no credit for this item in the Jamaica returns.

Articles imported 1900-01 in pounds sterling together with duty, which, on unenumerated, is on a basis of 16 2/3 per cent.

IMPORTS, IN POUNDS STERLING, 1900-1901

	Total	United Kingdom	United States	Canada	Duty
Bread and Biscuits	£14,142	£	£ 14,128	£ 12	1/2 d. per lb.
Butter	14,222	1,165	9,865	2,982	2d. per lb.
Cheese.....	4,690	288	4,200	186	2d. per lb.
Flour	133,936	....	133,923	13	8s. per bbl.
Peas and Beans.....	7,176	230	6,732	8	1s. per bus.
Milk, condensed	28,781	7,069	8,684	19	1/2 d. per lb.
(Germany, £13,007)					
Brushes and Brooms	1,654	1,216	400	....	16 2/3 per cent.
Cordage and Ropes	5,353	2,670	1,638	728	16 2/3 per cent.
Furniture	5,280	1,477	3,529	27	16 2/3 per cent.
Boots and Shoes	54,130	34,420	18,753	427	16 2/3 per cent.
Soap	27,753	24,297	3,448	....	16 2/3 per cent.
Stationery	5,005	4,024	968	1	16 2/3 per cent.

EXPORTS IN POUNDS STERLING, 1900-1901

	Total	United Kingdom	United States	Canada
Cocoa	£64,487	£18,467	£23,560	£3,389
Coffee	157,484	30,343	48,834	1,796
Bananas	618,636	2,916	615,296	188
Cocanuts	41,345	205	38,587	2,516
Oranges	115,473	2,148	105,538	6,964
Ginger.....	66,323	36,980	26,887	2,356
Pimento.....	110,602	27,850	37,811	2,558
Rum.....	152,143	129,214	1,688	1,462
Sugar	165,941	10,708	147,416	2,472
Logwood	98,618	2,684	49,431	....
Logwood Extract.....	31,598	4,913	16,939	3,245

Much of the land that in former years was devoted to the cultivation of sugar cane is now clothed with banana plants.

The development of this industry has been very remarkable and has helped to mitigate the loss caused by sugar depreciation.

The banana industry represented last year about eleven million bunches shipped mainly to United States, and valued in the export returns at over four millions of dollars.

The Elder-Dempster steamers to Bristol,

England, afford an additional outlet for this fruit. This line quite recently undertook to carry sugar to England, freight free, in order to help tide over the interval until the abolition of bounties.

I am informed that the growth of the fruit industry does not make up for the loss of the sugar trade, because the labor afforded per acre of sugar cane is many times greater than that required for banana and other fruit culture,

The question of transportation is the greatest hindrance to Canadian trade. This is dealt with later in the report.

The President of the Chamber of Commerce, Hon. Lieut. Col. Ward, C.M.G. convened a meeting for the purpose of discussing trade questions with Mr. Munro and myself. I must admit that we were rather dubious as to the outcome. Our interviews up to this time had not been very encouraging. The merchants all had good words for Canada as a country, but means of transportation and methods of doing business in the way of quotations, packages, credits, etc., were not satisfactory.

The meeting was well attended, and a desire for better trade relations with Canada manifested itself. A committee consisting of Hon. George Solomon, J. W. Middleton, E. A. H. Haggart, G. E. Burke, J. Branday, E. V. Ventresse, F. L. Myers, S. Soutar and

from United States ports, and if found that Canada is in any measure handicapped, the Association should at once take steps to have the matter adjusted.

2. That the Canadian Manufacturers' Association shall also take steps to procure through freight rates to and from Canadian principal centres via Canadian ports, comparing these with rates through the United States.

3. That the Canadian Manufacturers Association be requested to recommend all their members to name quotations for their goods f.o.b. at port of shipment. The want of this hitherto has been found to militate against business.

BANANAS

Our production of bananas in Jamaica is about twenty times what Canada consumes.

The entire consumption at the present time in Canada is 600,000 bunches, of which

Jamaica out of a total available supply of nearly 100,000,000 oranges.

In view of the circumstance that from September to April Jamaica can supply oranges that will compare favorably with those now consumed in Canada, with improved transportation facilities there should be no difficulty in establishing a larger market for Jamaica oranges.

SUGAR

Statistics disclose the fact that Canada consumes about 150,000 tons of unrefined sugar per annum, being about eight times Jamaica's export. The preferential tariff has not been sufficient to attract our sugar, but in view of the pending abolition of the bounties, and by consequence the counter-vailing duties, we believe that Canada's efforts to better the trade relations with this island will result in her being our best market.

COFFEE

Canada at the present time imports practically no coffee from Jamaica, but there is no doubt that with more frequent intercourse our coffee would compete with other coffee on the Canadian market.

The export of Jamaica is 100,861 cwt., of which Canada takes 2,721 cwt.

PREFERENCE

Your committee hesitates to suggest the possibility of any rebate of duty being granted by our island in favor of any or all of Canada's products, and in view of the fact that Canada is not at present asking for such preference your committee does not feel called upon to make any recommendation at this stage.

FLOUR

Your committee finds that 148,816 barrels of flour were in 1900 imported into this market, of which only 16 comes from Canada, and they consider that with proper facilities for shipping, and if Canadian merchants are willing to give the same business facilities, there is no reason why a large proportion of this trade should not be done with Canada.

This committee would add that the natural conditions of the respective colonies are all in favor of mutual trade; each country is the complement of the other in natural products, and it is high time that the feeling which has so long existed in favor of improved trade relations should bear good results.

J. L. ASHENHEIM,
Secretary.

Mr. J. L. Ashenheim, Secretary of the Chamber, is a good friend of Canada, and assisted us in many ways. I was allowed the privilege of displaying the different catalogues and advertising matter I had with me in the rooms of the chamber.

Mr. E. A. H. Haggart, agent for the new line of Elder-Dempster fruit steamers from Kingston to Bristol, and also agent of the Pickford & Black line, gave us much assistance.



GOVERNMENT BUILDINGS, TRINIDAD.

E. X. Leon, was appointed to meet your representatives and discuss the commercial relations of the two colonies. The report of this committee is given below, and I respectfully commend it to the attention of the Executive.

KINGSTON, Jamaica, April 11, 1902.

To the President and members of the Chamber of Commerce.

GENTLEMEN,—Your committee appointed to meet with Mr. R. Munro, President, and Mr. J. F. M. Stewart, Assistant Secretary of the Canadian Manufacturers' Association, for the purpose of discussing the means whereby the trade relations between Canada and Jamaica may be bettered, submit the following report and recommendations:

RECOMMENDATIONS

1. That the Canadian Manufacturers' Association should investigate the freight, primage and wharfage rates on steamers from Canadian ports compared with those

only 12,600 bunches were shipped direct from Jamaica to Canadian ports for the twelve months ending March last, and as we look to bananas as a means of furnishing cargo for a line of steamships, we would suggest that the Canadian Government be asked to arrange the fiscal conditions so as to induce their importation from British possessions direct to Canadian ports.

600,000 bunches of bananas per year represent two steamer loads of 25,000 each per month, being the equivalent of a fortnightly service all the year round. Such service, necessarily rapid and first-class, would not only induce tourist travel, but would afford to Canadian shippers more frequent and more desirable shipping facilities than at present prevail.

ORANGES

Canada consumes about 40,000,000 oranges annually at the present time, of which only about 4,000,000 go direct from

Mr. A. B. Ventresse, Jamaica manager of the Canada-Jamaica Steamship Line from St. John to Jamaica, did all in his power to make our visit pleasant and profitable.

The Canadian Commercial agent for Jamaica, Mr. G. Eustace Burke, in reply to a letter from the Association dated January 10th, 1902, prepared an excellent memorandum of trade, which I take much pleasure in incorporating as part of my Jamaica report.

Mr. Burke's memorandum :

MEMORANDUM OF TRADE IN JAMAICA, AND OTHER CONDITIONS APPLIED FOR BY THE CANADIAN MANUFACTURERS' ASSOCIATION

Population, 760,000.

Area, 2,692,587 acres.

IMPORTS, 1900-1901

Animals, food and narcotics.....	£669,869
Raw materials, including coal.....	68 124
Manufactured articles	883,799
Coin and bullion.....	30,883

£1,652,675

The Island's custom was distributed in the following proportions :

United Kingdom.....	45.2
United States.....	43.4
Canada	8.6
Other countries.....	2.8

It may be remarked that Canada's position is slightly improved as compared with the two previous years, the proportion of imports for 1898 and 1899 being 7.1 and 6.4 respectively.

It must be stated that much credited to the United States originates from Canada, arriving via New York, a result of more frequent and rapid steam communication and advantageous freight rates. Canadian goods arriving by this route are in some cases ordered direct of the manufacturers and packers, &c., but the major portion come through New York commission houses and middlemen, with the natural result of increased prices and consequent cramping of the development of direct trade exchange.

ITEMS

The following is a list of imports of which Canada could and should supply her fair portion.

Butter, beer, bread, biscuit, bacon, hams, cheese, flour, corn, oats, meal, cornstarch, blue, confectionery, rattan and wicker goods, wood and straw chairs, also bent wood. Cheap K. D. furniture, iron bedsteads, pianos, organs, coal, greases, lubricating oils, stationery, perfumery, wrapping, printing and wall paper, saddlery, harness, sole and other leather, boots and shoes, hats and caps, apparel and slop, millinery and haberdashery, woollens (mixed and unmixed), cotton, piece goods, aluminum, glass, tin and hollow ware, manures and fertilizers, agricultural implements and machinery, wire fencing, candles, G iron and metallic roofing, shelf ironmongery, nails, etc., cutlery, paints, oils, varnishes and ochres, soap, box and barrel shooks,

bags and cordage, lard compounds, salted beef and pork, ox and pig tongues, beans and peas, potatoes and other vegetables and apples, W. P. lumber and shingles, P. P. lumber, dried and pickled fish. This latter however, is almost exclusively imported from Canada, but for reasons previously mentioned, a good deal is credited to the United States.

Refrigerated perishable articles such as fresh butter, sausages, oysters, cod, kippers, bloaters, haddock, fresh mutton, corned beef, fresh and smoked salmon, and other like goods arrive in the refrigerators of the Royal Mail Company from Southampton, and the direct line from Bristol.

LANDED COST

Information is asked for as to the above, this is however impossible to supply with any attempt at accuracy, as a result of continued fluctuation in prime cost, freight, etc.



SUGAR FACTORY, NEAR GEORGETOWN, DEMERARA.

SAMPLES

Regarding the above, representatives will, I am convinced, much better serve their purpose by a personal observation around, in which my services will be at their disposal.

FREIGHT RATES

These vary considerably as a result of competition. It may, however, be stated that rates between New York and this, are considerably lower than steam rates direct from Canadian ports. This remark refers both to import and export. Again, no wharfage is charged at either end for consignments to and from the United States.

DUTY

(See Jamaica Hand Book, 1902.)

EXPORTS 1900-1901

Live animals, drink and food.....	£1,563,363
Raw materials	147,940
Manufactured articles.....	48,040
Coin and bullion	37,733
	£1,797,076

The above values were distributed in the following proportions :

United Kingdom.....	18.8
United States	63.8
Canada	1.8
Other countries	15.6

Canada's position here also shows a slight improvement, the proportion of her imports for the two previous years being 1.4 and 1.6 respectively.

The principal items of export are as follows :

Sugar, rum, coffee, logwood, fustic, ebony, satin wood, bitter wood, lignum vitæ, lance-wood spars, pimento and pimento sticks, bananas, grape fruit, oranges, limes and lime juice, green and dried ginger, pine-apples, turtles, cocoa, honey and wax, cigars and leaf tobacco, annatto, divi divi, cocoanuts and cocoanut fibre, sarsaparilla, hides, skins, etc.

The proportion of each of the following exports to the total may be of interest :

Sugar.....	9.5
Rum	8.8
Coffee	9.1
Dyewoods.....	6.2
Fruit.....	45.2
Pimento	6.4
Minor products ..	14.8

The following particulars of certain rated articles imported 1900-1901 (the latest figures available) may be of service, demonstrating as it will, the value of the market to Canada.

	Quantities	Values	
		£	s d
Bacon.....	33,059 lbs.	1,201	19 8
Beef.....	6,925 bbls.	19,042	2 4
Bread and biscuit	2,357,421 lbs.	14,144	10 3
Butter and butterines	733,186 lbs.	20,858	17 5
Cheese	187,637 lbs.	4,690	18 6
Coals.....	61,280 tons	61,657	17 0
Corn	239,797 bush.	26,977	3 3
Fish, dried or salted	13,041,259 lbs.	125,522	3 7

	Quantities	Values	£	s	d
Alwives, pickled	9,778 bbls.	10,266	19	8	
Herrings, pickled.....	27,503 bbls.	23,378	2	5	
Herrings, smoked.....	106,328 lbs.	886	1	4	
Mackerels, pickled.....	2,588 bbls.	4,918	10	1	
Salmon, pickled	731 bbls.	2,195	19	2	
Salmon, smoked	278 lbs.	10	8	6	
Flour (wheat)...	148,818 bbls.	133,936	19	0	
Hams.....	161,791 lbs.	6,067	3	3	
Lard.....	111,529 lbs.	1,858	16	4	
Meal.....	30,664 bbls.	17,291	15	5	
Milk, condensed	41,613 cases	28,781	12	0	
Oats.....	51,350 bush.	5,777	0	10	
Peas and beans.	20,477 bush.	7,167	4	10	
Oils.....	922,068 galls.	35,895	10	7	
Shooks.....	.....	25,590	0	3	
Soap.....	3 469,633 lbs.	27,757	1	3	
Sugar refined	187,398 lbs.	1,561	13	0	
Tea.....	49,642 lbs.	4,965	16	3	
Tobacco mfd.	9,974 lbs.	9,705	5	5	
Wheat.....	380 bush.	63	6	8	
Pork.....	9,460 bbls.	20,326	6	8	
W. P. lumber..	1,901,756 feet	7,987	7	9	
P. P. Lumber..	4,566,774 feet	17,315	14	10	
Cypress shingl's	2,188 006	3,282	3	4	
White cedar, etc	95,800	95	18	9	
White oak st'ves and headings.	.....	875	0	7	

basis at Halifax, St. Johns, N.B., or New York, and not at the factories or inland towns as is customary for Canadian manufacturers to do in most cases brought to my notice. If practicable, c.i.f. quotations should be given.

In the event of shipping documents being hypothecated through a bank or other third party, goods should arrive on time, viz., simultaneously with documents.

Orders should be filled to the letter of instructions, especially referring to form of package, weight, packing, quantity and quality.

To succeed in capturing an appreciable portion of the Island's trade, manufacturers and shippers must be prepared to supply exactly what the importer and market demands, and not what is usually manufactured for local trade or the filling of orders for other constituents. The secret of the United States manufacturers making the inroad they have done in the Island's trade, is their will-

PROVISIONS AND GROCERIES.—I. Solomon & Sons, F. L. Myers & Son, G. Eustace Burke & Bro., Cecil de Cordova & Co., Lascelles DeMercado & Co., Hope, Levy & Co., Army and Navy Stores, Delgado & Co., Williamson Bros., E. X. Leon and Thomas Lea Hung.

IRONMONGERY, LUMBER, AGRICULTURAL IMPLEMENTS, SADDLERY, ETC., PAINTS AND VARNISHES.—E. Lyons & Son, D. Henderson & Co., J. W. Middleton & Co., W. H. Johnston & Co., Limited, and A. L. Malabre & Co.

APPAREL, BOOTS & SHOES, MILLINERY AND HABERDASERY, PIECE GOODS, ETC.—Turnbull & Co., Chevellean & Branday, Le Franc Bros., Motta & Co., Isaac Brandon, Hogg & Aarons, Nathan Sherlock & Co., A. Pawsy & Co., Bonitto Bros., Anderson & Jacobsen.

CIGAR AND TOBACCO MANUFACTURERS.—B. and J. B. Machado, La Paloma Cigar Factory, Mafuta Tobacco Co., Montpelier Cigar Co.

HOUSE FURNITURE.—Alex. Berry & Son, T. N. Aguilar, W. H. Johnston & Co., J. W. Middleton & Co.

WINE AND SPIRIT MERCHANTS.—J. Wray and Nephew, G. Eustace Burke and Bros., Conrad Simon and Co., D. Finzi and Co.

DRUGGISTS AND GROCERS.—J. M. Crosswell & Co., E. D. Kinkead, Ltd., MacNish, Ltd., A. W. Gardner.

COMMISSION DEALERS.—Haggart & Co., George & Branday, Jamaica Products, Ltd., Arch. Munro.

PRINTERS & STATIONERS.—The Gleaner Co., Colonial Pub. Co., "Telegraph," Arthur Hylton, Aston Gardner & Co., Sollas & Cocking, Educational Supply Co.

N.B.—The above is not claimed to be a complete list, but will serve all necessary purposes.

(Sgd.) G. EUSTACE BURKE,
Commercial Agent for Dominion of Canada.

In Jamaica, besides Kingston, which has a population of about 50,000, other business centres and merchants are as follows:

MONTEGO BAY

John Ekerr & Bro., S. Hart & Son, general; A. H. Browne & Co., provisions; Isaac A. Reuben & Son, bakery.

PORT ANTONIO

A. E. Johnson & Co., provisions and bakery, United Fruit Co.

SAVANNAH LE MAR

Leyden & Co., A. S. Aguilar & Co., general.

BLACK RIVER

C. G. Farquharson, general.

MANDEVILLE

A. B. Graham, H. G. Sturridge, general.



THE SAVANNAH, TRINIDAD.

GENERAL TRADE CONDITIONS

Most importing firms obtain their indents through English and United States' commission houses, receiving credit facilities on arranged conditions. Competition has also, in a good many cases, forced first hands, viz., manufacturers and producers to deal direct with importers, extending to them the like facilities alluded to above.

In the case of consignments the usual charges are 5 per cent. commission and 2½ per cent. insurance and guarantee, although in staple and quick selling articles 2½ per cent. commission is accepted.

In making enquiries for quotations importers expect that same be supplied on a f.o.b.

ingness to meet the requirements of importers in every detailed particular. Those seeking to place any particular manufacture or brand should be prepared to consign at first.

FRUIT TRADE

To appreciably develop the above between this and Canada, quick and frequent up-to-date steamship facilities are indispensable. The appointed periods for arrivals and departures should be marked with scrupulous regularity. I am afraid only a subsidy with its penalties can bring this about satisfactorily.

BUSINESS DIRECTORY

There is no such publication obtainable, but the following addresses, all in Kingston, may be of service:—

GENERAL NOTES AND RECOMMENDATIONS

GENERAL NOTES AND RECOMMENDATIONS

Canada's trade with the West Indies is not as extensive at the present time as it was thirty years ago when a fleet of sailing vessels was employed almost exclusively in connection with the islands. The sailing vessels have disappeared. Our Governments have spent a million dollars to develop this trade and the unhappy fact confronts us that it is practically at a standstill. For the past eight years the figures are as follows in dollars:

BRITISH WEST INDIES

Year end/g 30th June	Imports from	Exports to	Total
1894...	\$1,227,436	\$2,105,866	\$3,243,302
1895....	1,224,384	1,857,017	3,101,401
1896....	1,029,569	1,660,800	2,690,369
1897....	1,106,208	1,445,499	2,551,657
1898....	670,622	1,511,134	2,181,756
1899 ...	948,899	1,752,251	2,701,150
1900....	800,499	1,698,957	2,449,456
1901....	1,198,868	1,925,047	3,123,915

In 1894 our direct trade with the West Indies was \$120,000 more than in 1901. The last three years show an improvement over 1898, accounted for by the Pickford and Black steamship service and the preferential tariff.

The returns are somewhat misleading, as our trade with the West Indies is greater than the figures indicate. For instance, we imported in 1901 from the United States, bananas to the value of \$578,239, these bananas are all imported through the United States and at least four-fifths are Jamaica bananas. In the blue books, both of Jamaica and Canada, the United States are credited with this item.

In exports also, we are not fairly represented in the blue books of some of the islands. Considerable merchandise from Canada finds its way via United States ports and is entered as coming from the United States. This matter was looked into at the different islands. In some cases the customs officials enquired into the country of origin and where it was possible to find out, credited us, but in other places little attention was given to the matter. Our requests that this matter be given more attention were kindly received and attention promised.

SUGAR

We left Canada when the Sugar Conference in Brussels was in session. The islands depending on sugar were all looking to this with a feeling of hope, savoring of hope deferred. The news of the reduction in bounties to take effect in September, 1903, which has given so much satisfaction to the mercantile world, was not hailed with the satisfaction we expected. In British Guiana they were encouraged by the result, but in Barbados and the smaller islands anxiety centred on the eighteen months interval. It was stated repeatedly and positively that

unless England gave some important advantage during this period, the planters could not possibly keep their estates. The English Budget has since been announced, and I fear it has not allayed the existing anxiety. The British press gave hope that during the interval until September, 1903, British West India sugars would be exempt from the import duty of one halfpenny per pound, and this was clung to by the planters. The Budget issued since we left the islands makes no such provision. The statement of the Chancellor of the Exchequer commits the Government to some remedial expenditure. The uncertainty will check business, and the immediate position is not as satisfactory as we would desire.

good position. Apart from these islands, until the sugar question is settled, it will be advisable to confine business to the strongest and best known houses.

PREFERENTIAL TRADE

The adoption and advocacy by the Canadian Manufacturers' Association of inter-colonial preferential trade gave very great satisfaction at all our meetings.

On several occasions reference was made to the co-operation of Canada in South Africa, and the distinction earned by our boys. There is a general feeling of confidence that Canada will be able to unite the Colonies in preferential trade and that the Motherland will eventually make the concession.



WOMEN COALING AT ST. LUCIA.

At the present time the Canadian preferential tariff of 33½ per cent. when applied to West Indian sugars, comes short by a few cents of the countervailing duty in the United States, the result is that the planters find in the States a slightly better market than we can give them. The United States market is not however to be depended on as a permanent market. Puerto Rica, Cuba and Hawaii, with an increasing home production will probably ere long provide the United States with all the sugar required. The recent 20 per cent. preference to Cuba indicates the manner in which the British West Indies are likely to be shut out. This situation is realized throughout the islands, and they look to Canada as the future market for their sugars.

STATE OF TRADE

Bermuda and Trinidad are flourishing; Jamaica and British Guiana have not felt the trying time so severely, and are in a fairly

POPULATION

It is always necessary to remember the class of people in the islands and their purchasing power. In Bermuda the colored man receives good wages, but this is not the case in the south, where the pay runs from one to two shillings per day. The colored women expect but little assistance from the men. They work more steadily and earn sometimes as much per day as the men. It is the women who load coal at St. Lucia, load bananas, break stones and carry bricks at Jamaica, and in all the islands do a man's work.

The black is lazy and independent. Providence has surrounded him with bread fruit, bananas, sugar cane, etc., in such abundance that at some seasons of the year the only work he does is gather the fruit to keep him alive. He is generally a contented man and his requirements are few.

At the larger islands the wants of the

white population are, however, important, and in the large stores the range in all lines of goods is very wide.

THE CLIMATE

The weather is always warm. The houses of the white population are built to take advantage of every breath of air. Glass is

ing, doubtless because we did not feel it to be within our province to introduce it. However, many merchants, planters and officials at different times advocated the bringing of the Colonies together in such a way.

Discontent with present conditions has been fostered by the expense of a Crown

business, or except incidentally to take any steps to further the sale of Canada's products. It is plain therefore that other means of introducing our manufactures must be adopted.

The interests of our several members are so varied both as to their nature and extent that no one system will apply to all.

The first and best way is by *direct intelligent travelling representatives*. We have shown that the merchants do not know what we have to offer. It is plain therefore, that manufacturers having a wide range of goods to offer, or having staples that are in large consumption, can best secure the trade by going after it direct.

Most of our members however, representing goods in moderate consumption, must resort to other measures, manifestly some system of grouping.

In this connection I suggest that at the more important centres there should be *Association representatives*. These might meantime be appointed in Bermuda, Trinidad, Kingston, Jamaica and Demerara.

The duties of such representatives should be :

1. To personally represent as many of our manufacturers as would be possible without having their interests conflict.
2. To initiate Canadian business. Always on the spot they would be ready to advise our members of any opportunity for extending business, and such advice would be reliable.
3. To report monthly to the Association on the conditions of trade.
4. To settle any disputes or misunderstandings between our manufacturers and the importers which may be submitted to them.



FREDERICK ST., PORT OF SPAIN, TRINIDAD.

found in the best houses but not generally used. Lath shutters are very much used and are the only protection necessary. Few of the houses and business places are plastered. The buildings, except in Bermuda and Jamaica, are all of wood. In Bermuda coral is the building material, and in Jamaica brick and stone are used.

The climate demands that the people dress accordingly, and the class of goods used in our summer season are in use all the year.

POLITICAL UNION

Before leaving Canada George Johnson, Esq., Dominion Statistician, Ottawa, gathered together different reports that had been made on West Indian trade and forwarded them to me together with articles written by him, published in 1898, advocating a political union of Canada and the islands. In these articles he showed how the islands provide Canada's natural market for tropical products, while Canada in turn is able to provide the islands with almost everything they require.

The question has been given more consideration in the islands than in Canada, and at almost all the places visited the subject of Federation was brought up. At St. Kitts it was introduced at the meeting by means of a letter referred to previously advocating some such union. The idea met with much favor at this meeting. At the other islands it was not discussed in meet-

ing, doubtless because we did not feel it to be within our province to introduce it. However, many merchants, planters and officials at different times advocated the bringing of the Colonies together in such a way.

While not expressing an opinion on the matter I acquaint you with a fairly general opinion prevalent in the islands.

SELLING ARRANGEMENTS

It is known to our membership generally



A NATIVE RESIDENCE.

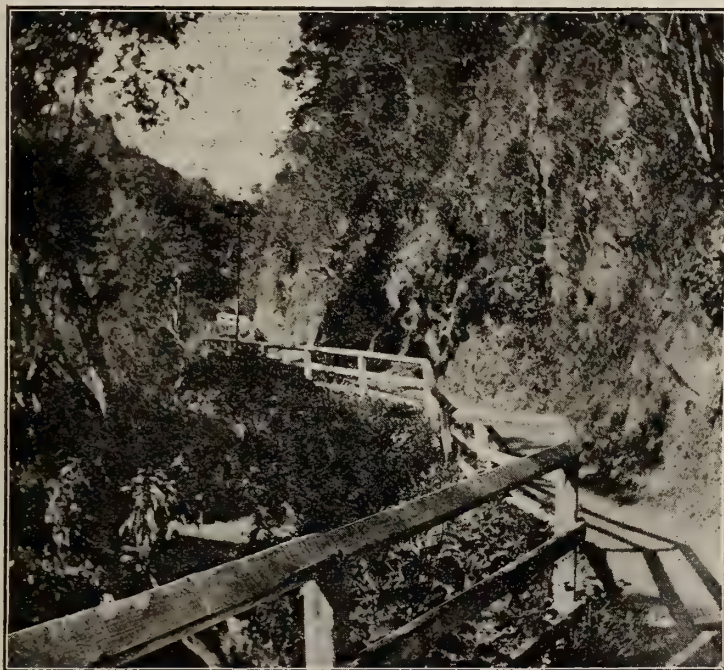
that we have Government Trade Commissioners at Trinidad, Jamaica and St. Kitts. These gentlemen have given courteous attention to all communications reaching them from Canada, and have doubtless furnished much information. It is no part of their mission, however, to initiate

5. To look after traffic rates and the handling of shipments.

6. To provide sample rooms suitable for an attractive display of Canadian manufactured goods.

7. To answer any enquiries from our members.

But even *direct travelling representatives* and *Association representatives* will not suffice to cover all the needs of our members, and in addition *resident commission agents* will be necessary in many instances, mainly because one representative cannot always do justice to more than one manufacturer in a given line.



ROAD TO NEWCASTLE, NEAR KINGSTON, JAMAICA.

How to procure agents. Members are advised to communicate with the Secretary, who is furnished with information in this matter.

STATUS AND REMUNERATION OF ASSOCIATION REPRESENTATIVES

Without reflecting on the quality of the existing Government commissioners, it appears to us that the recommendations of last annual meeting should apply. That all such should be of the rank of consuls, have intimate knowledge of Canadian trade, and have no interests other than Canadian. This being effected the Government commissioners would at once be chosen as Association representatives.

In addition to the allowance made by the Government, the Association might contribute an amount for services to be rendered to the general membership, but the main source of income to such representatives would be the commission on business done.

CABLE COMMUNICATION

There is direct cable communication from Halifax to the islands, managed by The Halifax and Bermudas Cable Company, Limited. The company did us several kindnesses while in the islands.

TRANSPORTATION—Excepting Jamaica

This subject is of the utmost importance, and Mr. Munro and myself had more talk-

ing to do regarding transportation than on any other subject.

As you will remember, the Association undertook to send a representative to the islands visited as a result of an invitation from the Pickford and Black Steamship Line. Mr. Munro, your president, arranged for a holiday and business trip at the

same time, and accepted the work of representing the Association. We travelled on the Pickford and Black steamer "Oruro," Capt. Seeley, to Demerara and back to Bermuda. The steamer "Beta," Capt. Hopkins, waited for us at Bermuda

places helped us very considerably. Pickford and Black have done much towards keeping this trade and are now receiving every encouragement, as the traffic has increased and is steadily making further advances.

PRESENT CONDITIONS

At the present time one of their steamers leave Halifax every second Monday, having a few days previously taken on the St. John cargo. The boats have different itineraries. Every second boat calls at Bermuda, St. Kitts, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Tobago, Trinidad and Demerara. The intervening boat calls at Bermuda, St. Lucia, Barbados, Trinidad and Demerara. This gives to the last named places a steamer from Canada every two weeks, and to the smaller islands, St. Kitts, Antigua, Montserrat, Dominica, St. Vincent, Grenada and Tobago a monthly steamer. Returning, all the islands except Tobago and Grenada are called at by all the boats, which gives them a fortnightly service to Canada. Every alternate boat touches at Tobago and Grenada, which means one boat a month from those islands.

It is not to be supposed that we can provide cargo for as many steamers as the United States ports, but at present we have not a sufficiently frequent service to allow us a fair chance of competition.

From New York the Quebec Line has a steamer for Bermuda every five days and to the other islands every ten days. The Armstrong Line has a fortnightly service to the Southern islands. St. Lucia is a coaling station and has on an average a steamer every three or four days. Barbados has



LANDING STEVEDORES.

and took us to Jamaica. Pickford and Black did everything possible to make our trip enjoyable, and they succeeded. Both the "Oruro" and the "Beta" were well officered, attendance was good and the table all that could be expected.

The Company is well represented in all the islands and the agents at the different

almost as frequent a service, and Trinidad and Demerara two steamers a week. The connection with the mother country is just as frequent. In Demerara for instance, they have a three week service with Liverpool, Glasgow fortnightly, London mail fortnightly, and the Colonial Company fortnightly. The islands also have regular sail-

ings with the Dutch and French mail boats.

Now a general complaint in the islands is that the steamship service is too infrequent to encourage trade with Canada. The South going boats have been carrying full cargoes, while from the islands to Canada cargo is frequently refused. While in Barbados on the way home, the space in the steamer to follow two weeks later was all taken, and cargo was being refused. This applies during the crop season, which we are told covers six months of the year. No better evidence than this is needed that a more frequent service is necessary.

POSSIBLE IMPROVEMENT

The Pickford & Black boats that call at only the important islands have nine days' delay in Demerara before starting on the homeward trip, and nine days' delay in St. John or Halifax before starting again for the islands. The explanation is that the boats are under contract to carry mails to the islands at stated intervals, and the smaller islands are passed by to give the more important ones a faster service.

I am informed that if the delay at each end of the trip was done away with, the existing boats could give a ten days' service to the large islands at least and a twenty days' service to the others, which would be a decided improvement, but it is plain that until we have a weekly service to all the islands, we will be handicapped in our competition with United States manufacturers, unless we are able to secure equally favorable freight rates via United States ports.

This brings me to refer to the subject of

FREIGHT RATES

I have already quoted the complaints of merchants in most of the islands. I understand that there is a compact or general agreement between our Halifax line and the New York lines as to freight rates. In view of the grievances expressed I respectfully commend to the executive the desire of the Kingston committee to have the whole question of freight rates thoroughly enquired into, that this enquiry should extend to all the islands, and the results communicated to the merchants whose names appear in the present report.

THE JAMAICA SERVICE

At the present time Canada's communication with Jamaica is little more than a name.

The "Beta" leaves Halifax the 15th of each month for Kingston, calling at Bermuda and Turk's Island, and returning by the same route. A freight boat leaves Halifax the first of each month for Kingston, returning via United States ports.

The Canada-Jamaica Steamship Company have recently started a three weeks service from St. John direct to a Jamaica port.

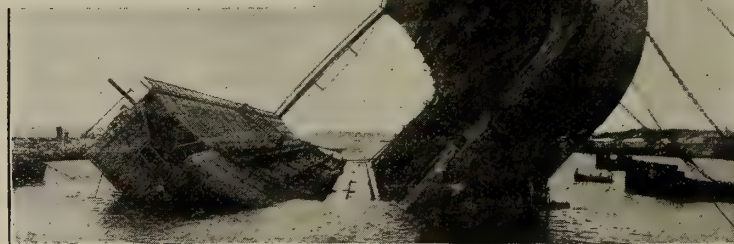
All of the steamers in this trade are small and the rates charged are said to be in excess of those via New York. In addition they both make a wharfage charge and are the only steamers entering the port that do so.

A service such as we have is not sufficient, and with boats to United States ports almost every day, and frequent sailings to England and the Continent, we cannot hope for much increase of traffic. The United Fruit Company alone have a small fleet engaged in the fruit traffic. Four of their boats, the Admirals, are well fitted up for passenger and tourist accommodation. The new Elder-Dempster steamers to England are beautiful boats, and the Royal Mail nearly as good.

Jamaica is a wonderful island. We hope by September, 1903, the sugar trouble will be settled satisfactorily, and then Jamaica must necessarily be a safe and a large market for our goods.

A FIRST CLASS SERVICE

The transportation question as a first necessity was discussed at the meeting of the Chamber of Commerce in Kingston, and as a result we venture the opinion that the time is ripe for a direct first-class service from St. John, New Brunswick, to Kingston, Jamaica. Two first-class boats properly fitted for the carrying of fruit and with suitable passenger accommodation would be



DRY DOCK, BERMUDA.

sufficient to give us a ten days' service with the island.

We suggest St. John as the Canadian port being more convenient for fast transportation of fruit to the western provinces.

Jamaica is becoming famous both in England and United States as a health resort, and a good sprinkling of Canadians are to be found there. Good steamers would give our exporters a fair chance to compete with the United States in the Jamaica market, and induce an increase of tourist travel.

Now it appears to us that such steamers can be promoted without any serious difficulty and probably without subsidy.

Our customs tariff does in some instances discriminate in favor of direct shipment to a Canadian port, as for example in cocoanuts. Now if this discrimination were applied to bananas so as to divert the trade to a Canadian port, nothing more would be required to give us the needed transportation facilities for our manufactures.

The present consumption of bananas in Canada is nearly 600,000 bunches, and it is on the increase. This would represent the very enticing cargo of 17,000 bunches every ten days.

It is apparent that this would be a very great advantage to our Canadian railways and seaports, putting us into direct and active touch with a market importing goods to the value of \$8,275,000, Canada's share of which is meagre and represented by little else than salt fish.

Of the total imports live animals, food, drink and narcotics amounted to \$3,200,000, which included flour, \$675,000 (our share in this was \$63); butter, \$70,000; ale, beer and porter, \$150,000; meats, \$295,000; pickles and confectionery, \$55,000. Raw materials amounted to \$340,000. Manufactured articles to \$4,335,000, made up of textiles \$1,900,000, metal \$735,000, other manufactured articles \$1,770,000.



DRY DOCK, BERMUDA.

The showing in Canadian flour is specially discouraging, as we look to flour and other heavy staples to provide cargo for outgoing steamers. The Chamber of Commerce report given on a previous page shows that there is no prejudice, but it requires regular transportation and continuous endeavor to get hold of the market.

The time is opportune. In September, 1903, a revival of the sugar industry may be expected. When the Panama Canal is completed Kingston is likely to be a point of call for all steamers passing through. Tourists in Jamaica are becoming more numerous every year. All of these point to great prosperity for the island.

PURCHASING AGENTS

Many of the merchants in Jamaica and other islands have business connections with commission houses in England and United States, to whom they send for everything they require. These houses group the different lines for economy in freighting and

charge from $2\frac{1}{2}$ to 5 per cent. commission. The system is reported of favorably, but competition becoming keen the merchant who is sufficiently independent of his purchasing agent looks to the saving of this commission, and our efforts to bring the manufacturer into direct touch with the retailer were generally appreciated.

CONSERVATISM

That the West India merchant is accustomed to handle a certain line of goods and can be induced to take no other, is an opinion generally held in Canada. This need be no objection to our manufacturers. Certainly the market in some lines has to be specially catered to, but the advance made by United States in the last few years proves to us that the West India merchant is fully alive to handle any suitable article offered him. One great advantage in having your traveller on the spot, provided he is familiar with the goods he sells, is that he may be in a position to advise changes in the style of manufacture or packing, which may be of advantage to both parties.

PACKING AND PACKAGES

Your package cannot be too neat or too attractive for the West Indies. For instance in sending cereals in packages do not send two pounds of rolled oats in a package large enough to hold two pounds two ounces. Besides being more bulky for shipping purposes, the cereal does not keep so well and the package is more easily bruised. Again, in sending 10-lb. cheeses, do not send them packed loosely in barrels that they may get knocked out of shape. These are two of many items I had called to my notice. In both cases the article was counted number one in quality, but owing to package and packing would not bring a corresponding price.

FILLING ORDERS

I had repeatedly called to my attention that the Canadian manufacturers are too slow in filling orders. In some cases they wait two or three weeks before acknowledging that the order has been received. Being further distant than United States ports the goods cannot be landed so promptly and the merchants understand this, but in more than one instance, a merchant told me, that after waiting two or three weeks after the time his goods should have arrived from Canada, he sent an order for the same goods to New York and had them in his store before the Canadian goods were shipped. If we wish the business we must look after it in a more business-like manner.

PAYMENTS AND CREDITS

The Colonial Bank has been long established in the different islands. Unfortunately the merchants on the islands report that it is not generally popular. A depositor whose open account does not average a given amount daily has to pay an annual banking charge. Advances are very difficult to secure. The bank issues a different note

(£1 the smallest) for each of the islands, and if presented at any island but the one where issued it is subject to discount. A bank discounting its own notes is rather a difficult problem for Canadians to understand. Drafts may be purchased at $\frac{1}{4}$ per cent. discount.

In Jamaica there is a well established branch of the Bank of Nova Scotia, and in Trinidad the Union Bank of Halifax has recently opened a branch, which the business community assured us would be well received.

The system of collecting accounts by passing drafts is not looked on favorably. It is never advisable to draw on a merchant in the islands without first making such an arrangement with him.

When introducing new goods it is specially objectionable to send draft with bill of lading attached. In opening a new account the importer naturally wishes to see that the goods are correct as to description and quantity. The importers in the southern islands, once they have confidence in the seller, have no objection to a draft with bill of lading attached.

The prejudice against drafts has arisen in great measure from the fact that some second and third rate commission houses have been inviting business from the islands, as explained under report on St. Lucia. These transactions have given to some a very wrong impression of Canadian business methods.

WEST INDIA'S PRODUCTS

I respectfully suggest that our Association may show their appreciation of the courteous treatment extended to your representatives by adopting measures to increase the consumption in Canada of the products of the islands. In addition to the leading products already alluded to there is room for much improvement in regard to cocoa, arrowroot, limes, limejuice, balata, manjak and many other items.

No doubt I have omitted to mention many friends who have shown Mr. Munro and myself attention during our trip and helped us in various ways in our work. Mr. W. A. Parmalee, Deputy Minister of Trade and Commerce, Ottawa, and Mr. W. B. Chapman, Montreal, favored us with valuable letters of introduction, and we are indebted to many friends on the islands whose names are not given.

The Press in the different islands visited gave prominence to the visit of Mr. Munro and myself and commented favorably on the attempts of the Canadian manufacturers to better our commercial relations.

The following newspapers will be found of interest, and are on file in the Office at Toronto.

"The Voice of St. Lucia," Feb. 27th, 1902.

"The Argosy," Demerara, March 1, 1902, and March 5th, 1902.

"The Mirror," Trinidad, March 10, 1902.

"The Chronicle," Demerara, March 5th 1902.

"Port of Spain Gazette," Trinidad, March 9, 1902.

"The Barbados Advocate," March 12, 1902.

"The Voice of St. Lucia," March 20, 1902.

"Daily Telegraph," Kingston, Jamaica, April 9, 1902, and April 10, 1902.

"The Daily Gleamer," Kingston, Jamaica, April 9, 1902.

MR. DE SCHRYVER'S VISIT.

The many friends of Mr. Th. de Schryver the New Zealand Correspondent Member of our Association, will be pleased to learn that he is once more in Canada. Mr. de Schryver is accompanied by his wife, and will remain here during the month of June. He is making this visit not only to meet the firms he already represents, but to increase his representation. During a year's absence he has proved most conclusively that Canadian goods can find ready sale in the New Zealand market, when the business is handled by a competent and enthusiastic representative.

He wishes to secure agencies for the members of our Association who are not already represented there, and any letters addressed to him in care of the Secretary of the Association will have his prompt attention.

Mr. De Schryver reports business in New Zealand brisk, but in Australia the markets are still unsettled, owing to the new commonwealth tariff. There is a strong Imperial sentiment throughout the country, and a very warm feeling for Canada. For instance, one large firm in Christchurch, N.Z., sending him a sample order, write that they "do not require them at present, but are ordering just to give our Canadian friends a chance."

Simple and complete arrangements have been made for the payment of Canadian invoices when goods are shipped to New Zealand, particulars of which can be obtained from Mr. de Schryver or the Secretary of the Association by any of our members who are interested.

FINANCE

We take pleasure this month in inserting an advertisement of the Sovereign Bank of Canada, the latest addition to our chartered banks, and also advertisements of the Manufacturers and Confederation Life Insurance Companies. "Industrial Canada" representing as it does a membership of about 960 Canadian manufacturers, who have an invested capital at home of about \$220,000,000, offers to banks and financial organizations, a medium for advertising that is second to none in Canada. For banks in particular, is the paper valuable, as its circulation goes to all parts of the world. We ask our readers to note the advertisements referred to above.

FOREIGN TRADE NEWS.

TRADE ENQUIRIES.

NOTE.—For further information regarding any enquiry mentioned on this page, or the names of enquirers, apply to the Secretary, at Toronto.

From the first to the 28th of the present month, 351 notices have been sent out to our members as a result of foreign enquiries which have been addressed to us, either for the purpose of purchasing or of representing on commission manufacturers in the different lines.

Agencies—A general commission agent at Mannheim, Germany, desires correspondence with the manufacturers and exporters of wood-pulp, feeding stuffs, bran, etc.

A London agent, long established, wishes to hear from Canadian manufacturers and shippers in different lines who desire representation.

A general merchant in Hamilton, Bermuda, wishes to represent manufacturers and exporters of Canadian goods in Bermuda and also in the West India Islands.

A firm having places of business both in London and Manchester wishes to represent Canadian manufacturers manufacturing the following: Fish glue, starches, glucose, farina, and heavy chemicals of every description.

A Liverpool firm wishes to represent exporters of hog and dairy produce.

A correspondent at Liverpool wishes to obtain agencies for Canadian firms who are exporters of goods in the wholesale grocery and confectionery lines.

A firm in Dublin wishes to represent manufacturers of canned and dried fruits, cheese, etc., in that city.

Blocks—Maple Roller—A large manufacturing institution in London asks to be put in touch with firms who cut maple roller blocks; heretofore they have dealt with middlemen in Canada and the United States. They do a large business, using from 40,000 to 50,000 roller blocks every year, and pay spot cash against the goods. If satisfactory firms take this up they will send out a manager to inspect the goods and to complete arrangements.

Calcium Carbide—A firm in South Africa with offices at Port Elizabeth, Johannesburg and Cape Town asks for quotations for calcium carbide packed in air tight 1 lb. tins in cases of six dozen, f.o.b. St. John.

Cots—Folding Wire—A firm in Sydney, N.S.W., have enquired for folding wire cots.

Crates—Pineapple—A wholesale firm in Kingston, Jamaica, wishes to be put in correspondence with Canadian manufacturers of pineapple crates.

Cuttings—India Rubber off Mackintoshes—A firm in Liverpool wishes to communicate with manufacturers having such cuttings to dispose of.

Fertilizers—A firm in Kingston, Jamaica, doing a wholesale business is in a position to purchase large quantities of fertilizers.

Flour—A Liverpool firm asks to be put in touch with Canadian firms with a view to handling their flour.

Furniture—Coffin—A firm in Sydney, N.S.W., wish to be placed in touch with Canadian firms manufacturing coffin furniture.

Grills—A firm in Port of Spain, Trinidad, are in a position to purchase metal grills for bank counters, and also for lattice doors.

Mouldings and Dowels—A firm in New York ask for quotations of picture mouldings and dowels for shipment to Sydney, N. S. W.

Oatmeal and Flour—A firm in Glasgow, Scotland, sending good references, asks to be put in touch with our exporters.

Ores and Minerals—A firm in Hamburg, Germany, wishes to hear from Canadian mining companies who can ship ores and minerals and who are looking out for agents.

Paper—Fly—A firm in Florence, Italy, desire to purchase fly paper such as tangle-foot.

Poultry and Provisions—A London salesman asks to be put in correspondence with our exporters.

Salmon—Canned—A firm in South Africa with offices at Port Elizabeth, Johannesburg and Cape Town ask for quotations for canned salmon, f.o.b. St. John, N.B., or New York.

Saws—A correspondent in St. Lucia, B.W.I., who is about to start a lumber business, asks to be put in communication with

manufacturers of steam saws and other machinery necessary for milling purposes as well as for the manufacture of shingles.

Soles, Clog—A firm in Liverpool wishes to communicate with manufacturers of clog soles.

TRADE NEWS

The Rolla Crain Co., of Ottawa, have added to their establishment what is known as the Orme Hall. This place was formerly used as a lecture and concert room. The Crain Co took possession May 1st last.

Messrs. Ritchie and Ramsay, manufacturers of coated paper and cardboard, have sent us a neat folder, showing the new executive and sales departments of their business, which they have opened at 80 Bay street, Toronto.

The Robb Engineering Company has shipped two engines to the Marconi Wireless Telegraph Company for the station they are building at Glace Bay, C.B. One engine of 100 horse power is for driving the electric generator that supplies the current for the signalling apparatus, and the other of twenty horse power is for lighting the station and the buildings adjoining.

The factory of the Columbia Handle and Lumber Co., London, Ont., which was destroyed by fire on March 9th, last, has been entirely rebuilt with a much increased capacity for output. The factory is now in full running order and the latest machinery to be had for the manufacture of their line of goods has been introduced. The factory is now running night and day to fill the orders on hand, but their new and up-to-date methods will enable them to execute all orders entrusted to their care in time for fall shipment, and also for present trade.

The Jacques Cartier Electric Co., of Quebec, have awarded the contract for the installation of the large water-tube boilers and the necessary equipment, including steam pump, steel smoke stack and piping in connection thereto to Mr. John J. Main, manager of the Canadian Heine Safety Boiler Co., Toronto. These boilers are to be of 500 horse power each, and are to be placed at the company's new steam power house at the extremity of St. Sauveur. This plant will cost, including engines, in the vicinity of one hundred thousand dollars. The Heine Boiler Co. are to be congratulated on having their boilers selected from among the many offered for this important plant. This company is also to install the large boilers for the water works pumping station in Toronto and a large boiler at the Toronto Electric Light Works, which have already in operation over 3,000 horse power of the "Heine."

MEMBERS' BUSINESS DIRECTORY.

The attention of Members is invited to the desirability of having a business card inserted under one or more headings in the following columns. Only one inch space is allowed to a firm under one heading, but a firm may be classed under as many headings as are necessary to describe its business. A ready reference to the industries represented in the Association is by this means possible.

ACCOUNT BOOKS.

The Brown Brothers, Limited,

51-53 Wellington West, TORONTO,

Manufacturers of Account Books, Leather Goods, etc. Stationers and Bookbinders.

ACCOUNT BOOK PAPER

The Rolland Paper Company

Quebec, MONTREAL, Toronto

Makers of Account and Ledger Papers, "Super-fine Linen Record," "Canadian Linen Ledger," "Earnscliffe Linen Ledger," Grand Prix, Paris, 1900.

AGRICULTURAL IMPLEMENTS.

David Maxwell & Sons,

ST. MARYS, ONT.

Manufacturers of Harvesting Machines, Stock Raisers' Implements and General Farm Machinery.

ARCHITECTURAL & ORNAMENTAL IRONWORK.

Canada Foundry Company, Limited,

Head Office and Works, TORONTO, ONT.

District Offices: Montreal, Halifax, Winnipeg, Vancouver, Rossland.

Beams, Channels, Columns, Angles, Plates, Grills, Fences, Railings, Bank Fittings, etc. Designs sent on application.

ASBESTOS.

The Eureka Mineral Wool & Asbestos Co., 136 Bay Street,

TORONTO.

Asbestos Cement, Paper, Mill Board, Wick, Rope, Pipe and Boiler Coverings, Packings, etc.

AXES.

Dundas Axe Works,

DUNDAS, CANADA.

P. Bertram, Manager.

Manufacturers of all kinds of Chopping Axes, making a specialty of quality and finish.

BAGS.

Dick, Ridout & Co.,

77 York Street, TORONTO.

Manufacturers of Jute and Cotton Bags, Hessians, Twines, &c.

The Canada Jute Company, Limited,

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Send for Catalogue.

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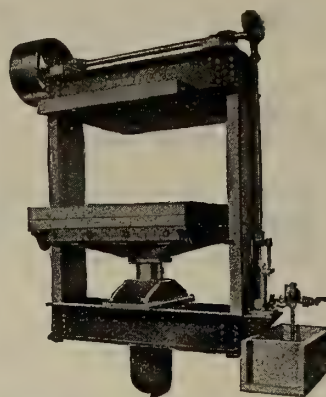
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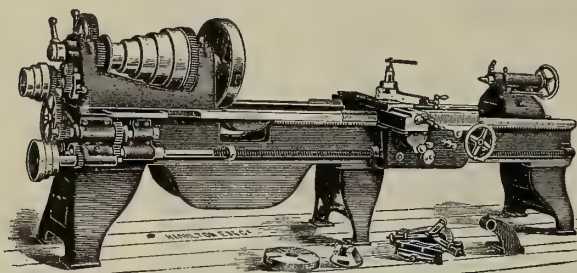
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Commission Merchants.

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Paid-up capital, 5,000,000
Invested funds exceed 23,500,000
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OUR

Metallic Cornices

can't be equalled for practical service and artistic beauty.

They are light in weight, easily handled and economical in cost—giving fire-proof protection as well as a handsome effect.

Almost countless stock designs—or any particular size, shape or pattern to order. Write for full details.

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To Chambers of Commerce, &c.
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(A Weekly Trade Paper.)

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for information of all kinds relating to the
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**FREE IMPERIAL
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Hundreds of Canadian
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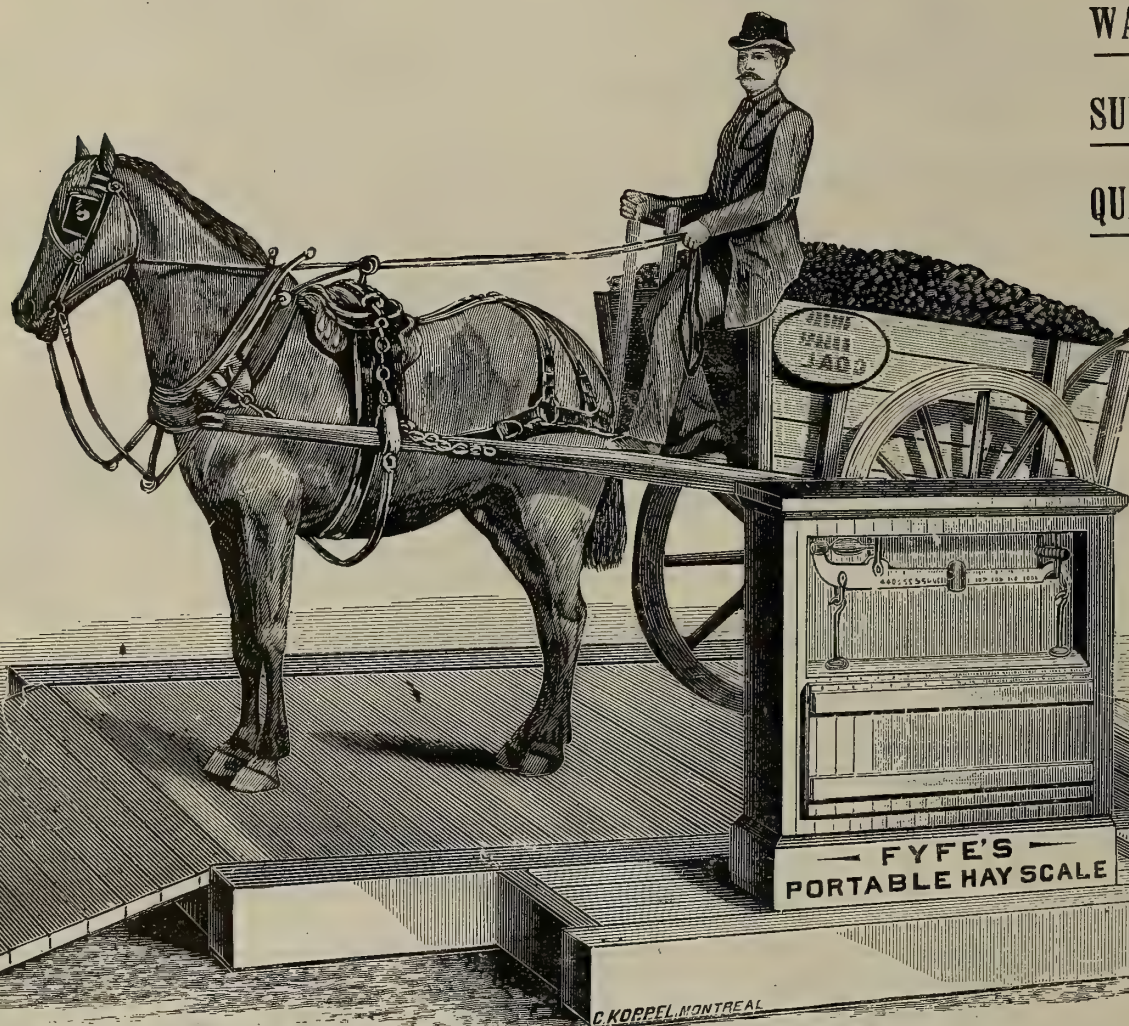
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FYFE'S STANDARD Portable Waggon Scale

WARRANTED

SUPERIOR

QUALITY



This style of scale was designed by J. F. as a special order from one of the largest corporate companies in the Dominion (regardless of cost), in order to secure reliable and accurate weighing; they having failed to obtain satisfactory results from the best stock line of American scales. Two of these scales have been in use for about ten years, and have weighed during that time about one million tons (1,000,000 tons). They are, without exception, the most reliable wagon scale ever offered for sale. They are constructed so as to be easily taken to pieces when it is desirable to remove them any great distance, and any intelligent person can set them up in half an hour ready for work. It is shipped complete with woodwork, beam case, etc., finished and painted, and the only wagon scale inspected and stamped by the Government before being shipped, thereby saving much trouble and expense to the purchaser. Platform to get off and on scale not included.

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OF EVERY DESCRIPTION

Reliable Scales for Large Corporations A Specialty.

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HIGH GRADE FERTILIZERS

PRODUCE LARGE AND SATISFACTORY CROPS

They contain the proper amount of nitrogen derived from animal matter, phosphoric acid from bone, and actual potash from high-grade sulphate.

They never fail to do their work, and the excellent crops raised by our numerous customers justify us in pronouncing them the Best Fertilizers in the world.

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AGENTS WANTED IN ALL THE WEST INDIA ISLANDS.

Write us for prices.

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STOOLS
MUSIC CABINETS
OFFICE DESKS
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GRADERS & DUMP-CARTS.

TRACTION DOUBLE CYLINDER ENGINES

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UNBREAKABLE CAST STEEL LOG CARRIAGE

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NEW FACTORY
BUILT IN 1895 SINCE THEN THE FOLLOWING EXTENSIONS HAVE BEEN MADE:
MACHINE SHOP LENGTHENED 140' NOW 440' x 120'
BOILER SHOP 100' NOW 220' x 80' WITH CORRESPONDING INCREASE
MOULDING SHOP 100' NOW 180' x 80' IN EQUIPMENT.
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McEWEN AUTOMATIC SIMPLE & COMPOUND ENGINES
SPECIALLY ADAPTED FOR DIRECT ELECTRIC WORK

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WET MACHINES, SCREENS & E'S

BAND AND CIRCULAR SAW MILLS
LARGELY EXPORTED

UNBREAKABLE ROLLED STEEL CARRIAGES.
SUITABLE FOR ALL SIZES OF LOGS.

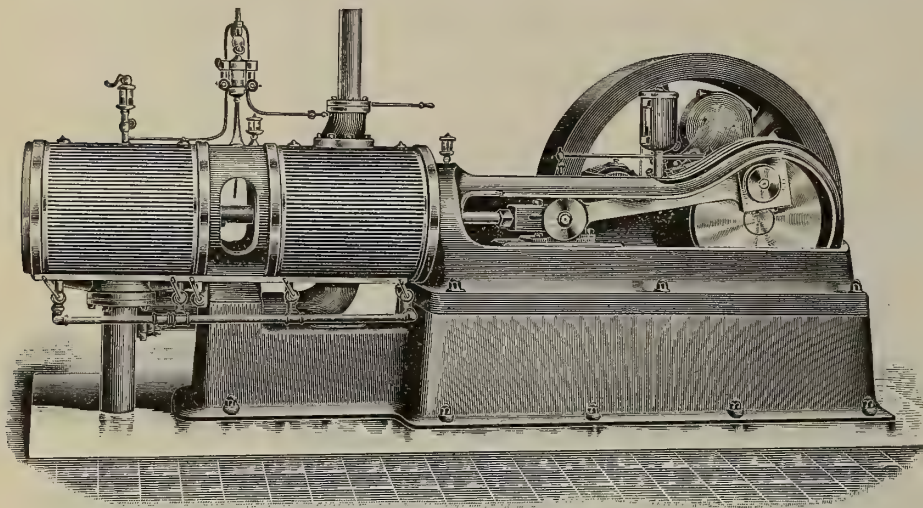
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OUR LONG EXPERIENCE IN EXPORTING MACHINERY IS A GUARANTEE THAT SHIPMENTS WILL PROPERLY FILL REQUIREMENTS AND ARRIVE IN PERFECT CONDITION
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FULL LINE OF WOODWORKING MACHINERY

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A GOLD MINER SAYS:

Your Compound Side Crank Engine has been running day and night for over three years (equal to seven years regular work) and during that time we have never lost a minute through any defect in the engine and have never expended a dollar in repairs. It is still running noiselessly and without vibration.

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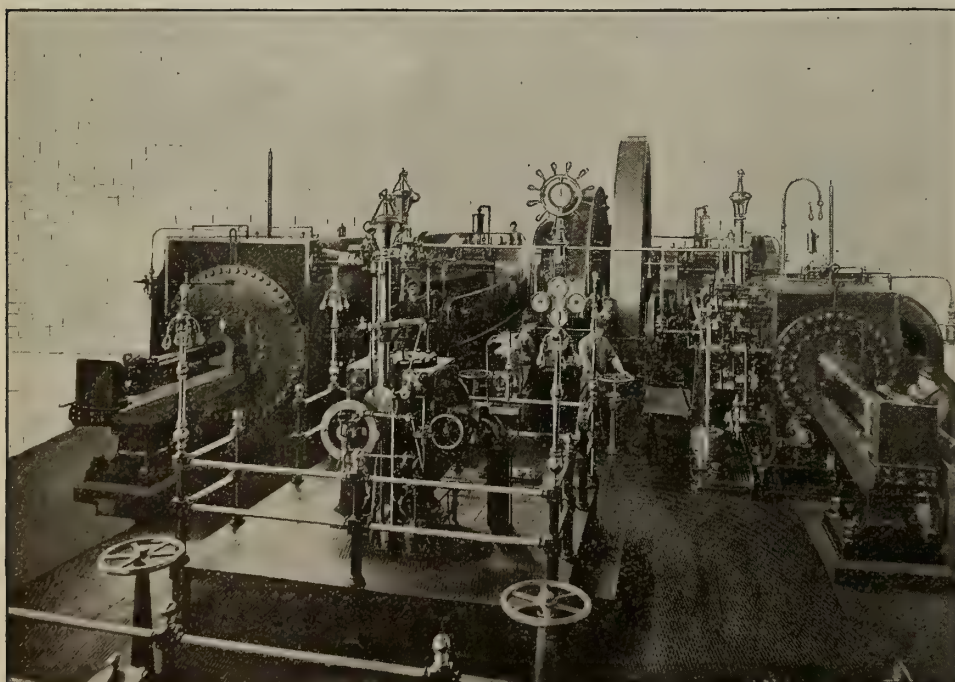
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WE BUILD ENGINES FROM 5 TO 5,000 HORSE POWER

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CORLISS ENGINES — Simple, Condensing, Compound, Horizontal, Vertical, Tandem.



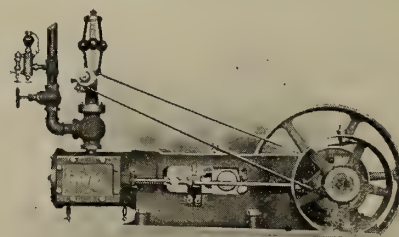
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ROLLING MILL ENGINES
HIGH SPEEDS
RIVALS** (For small powers)

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We are sole Canadian Agents for the **Schmidt Superheating Patents**. This system is also a great money saver.



Our tiniest Engine.

LAURIE'S { **FEED WATER HEATER
CYCLONE ROCK PULVERIZER
STEAM DRIVEN HAY PRESS** }

Also Machinery for all purposes.

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TO HIS MAJESTY THE KING,
AND
TO HER LATE MAJESTY QUEEN VICTORIA,
AND
TO HIS ROYAL HIGHNESS THE PRINCE OF WALES.

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Distilled and Bottled in Bond by

HIRAM WALKER & SONS, LIMITED.

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— **Walkerville, Ont.**
Canada

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The great merit of this whisky is attested by the fact that **in the comparatively short space of twelve years it has forced its way into every part of the civilized world**, and is now admitted to be more generally distributed than any other single brand of liquor.

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is the best pure linen paper
made. Awarded Grand Prix,
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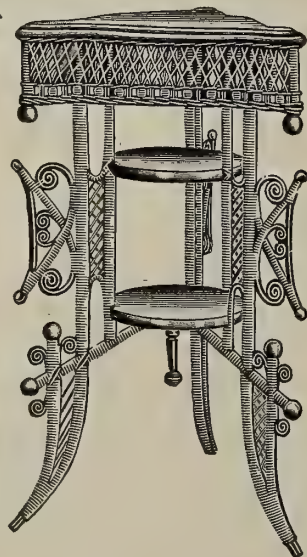
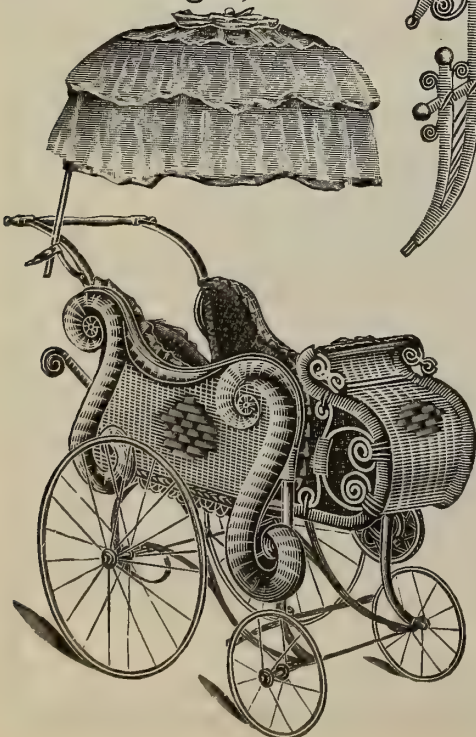
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Childrens Carriages and
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We are certainly
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A full line of VACUUM OILS
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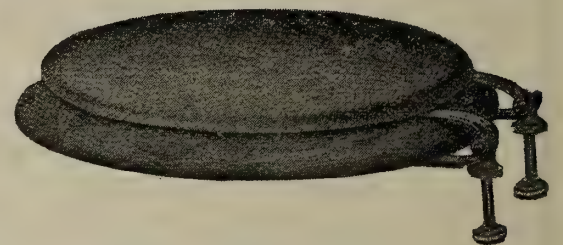
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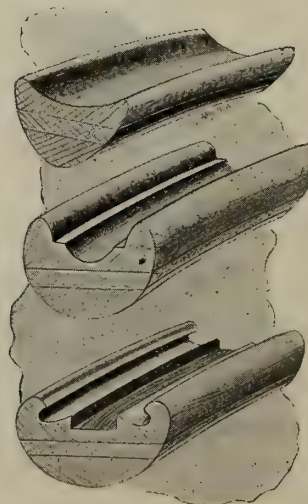
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MANUFACTURE
FULL
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Sanitary Wood Work

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DOMESTIC and EXPORT TRADE



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FOR . . .**

CYCLES

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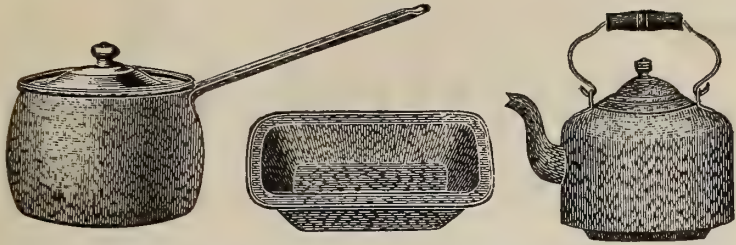
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TORONTO,

CANADA.



ENAMELLED WARE

OUR BRANDS

"CRESCENT"

"COLONIAL"

"WHITE and BLUE and WHITE"

"STAR" Decorated

Tinware

PIECED,
PRESSED,
JAPANNED,
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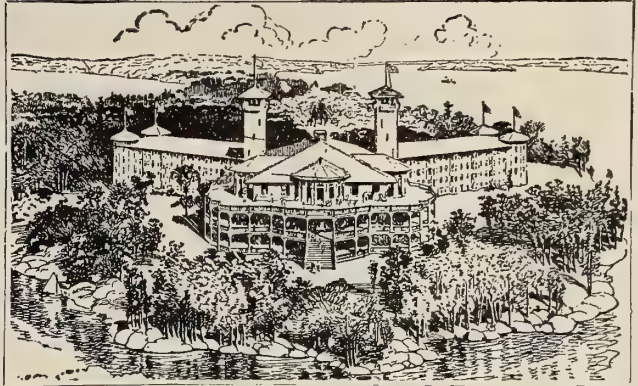
Copper, Sheet Iron and Galvanized Wares, Etc., Etc.

The THOS. DAVIDSON MFG. CO., Ltd.
MONTREAL CANADA

Most Charming Summer Resort in America.

The people of the United States appreciate the Muskoka Lakes Region. Do Canadians? Manufacturers, why not spend your vacation at the "ROYAL MUSKOKA" and assist Canadian enterprise?

MUSKOKA LAKES



"Royal Muskoka" opens June 15. Most magnificent Summer Hotel in Canada,—none finer in America—1,000 feet above the sea level—situation unsurpassed—miles of lake and islands visible from piazza and bedroom—every modern improvement—golfing, boating, fishing, bathing—perfect immunity from hay fever. For booklet, plans, etc., write Muskoka Navigation Co., Toronto, Canada.



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—ARE RECOMMENDED TO—

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GENERAL FORWARDING AGENTS

For the Canadian Manufacturers' Association.



*Prompt Attention and the Best Facilities
at Minimum Charges.*



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SIMCOE, ONT., CANADA.

THE LARGEST PACKERS AND EXPORTERS IN THE DOMINION
OF CANADA

Of Canned Vegetables, Fruits, Meats, Jams, Jellies, Pulps, Evaporated Apples,
Soups, Pickles, Catsups, Sauerkrauts, etc.

ALL OUR GOODS ARE WARRANTED AS TO QUALITY

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2's Sweet Wrinkled Peas, sifted
2's Early June Peas, extra sifted
2's Fine French Peas, extra sifted.
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2's Wax Beans, "Golden"
2's Wax Beans, "Crystal"
2's Wax Beans, "Refugee"
2's Sweet Corn, "Lynnvalley"
2's Sweet Corn, "Country Gentleman"
3's Tomatoes "Lynnvalley"
Gals. Tomatoes ($\frac{1}{2}$ doz. in case)
3's Pumpkin, "Golden"
Gals. Pumpkin ($\frac{1}{2}$ doz. in case)
2's Asparagus, "Tips"
3's Asparagus, "Cuttings"
2's Finest Sugar Beets, sliced
3's Finest Sugar Beets, whole
3's Select Table Cabbage
2's " Carrots
3's " Carrots
2's " Parsnips
3's " Parsnips
2's " Spinach
3's " Spinach
3's " Onions
3's " Turnips
2's " Cauliflower
3's " Cauliflower
3's Hubbard Squash

SAUERKRAUT—

1 $\frac{1}{2}$'s cans (with sausages)
3's " "
In bulk (kegs or barrels)

BAKED BEANS—

1's Boston Baked Beans
1 $\frac{1}{2}$'s " "
3's " "
1's Baked Beans, Tomato Sauce
2's " "
2's Red Kidney Beans

CATSUPS—

2's Tomato Catsup
Gals. " " $\frac{1}{2}$ in case
 $\frac{1}{2}$ pts. " " in glass
Pints " " "
Quarts " " "

CANNED FRUITS PRE-SERVED—

2's Strawberries
2's Red Raspberries
2's Black Raspberries
2's Lawton Blackberries

2's Red Currants
2's Black Currants
2's Gooseberries
2's Huckleberries
2's Canadian Cherries, pitted or not pitted
2's English Cherries, pitted or not pitted
2's White Wax Cherries, pitted or not pitted

CANNED FRUITS IN HEAVY SYRUP—

2's Flemish Pears
2 $\frac{1}{2}$'s " "
3's " "
2's Bartlett Pears
2 $\frac{1}{2}$'s " "
3's " "
2's Damson Plums
2 $\frac{1}{2}$'s " "
3's " "
2's Lombard Plums
2 $\frac{1}{2}$'s " "
3's " "
2's Greengage Plums
2 $\frac{1}{2}$'s " "
3's " "
2 $\frac{1}{2}$'s Egg Plums, blue
3's " "
2 $\frac{1}{2}$'s Egg Plums, yellow
3's " "
2's White Peaches
2 $\frac{1}{2}$'s " "
3's " "
1 $\frac{1}{2}$'s Yellow Peaches (flats)
2's " "
2 $\frac{1}{2}$'s " "
3's " "
3's " " (whole)
2's Pineapples, sliced
2's " " grated
3's Apple Butter
3's Preserved Apples
2 $\frac{1}{2}$'s " Grapes
3's " Rhubarb

STANDARD GOODS—

3's Apples
Gals. Apples, $\frac{1}{2}$ doz. in case
" Strawberries "
" Red Raspberries "
" Black " "
" Lawtonberries "
" Gooseberries "
" Huckleberries "
" Red Currants "
" Black Currants "
" Pears "

Gals. Plums, Lombards and Damsons, $\frac{1}{2}$ doz. in case
" Plums, Greengages, $\frac{1}{2}$ doz. in case
" Peaches, $\frac{1}{2}$ doz. in case
" Rhubarb "
" Grapes "
" Assorted Pie Fruits, $\frac{1}{2}$ doz. in case

SOLID PACK GOODS—

Gals. Strawberries, $\frac{1}{2}$ doz. in case
" Red Raspberries "
" Red Currants "
" Black Currants "

FINE FRUITS IN GLASS—

Strawberries
Red Raspberries
Black Raspberries
Lawton Blackberries
Red Currants
Black Currants
Gooseberries
Canadian Cherries
English Cherries
White Wax Cherries
Bartlett Pears
Danison Plums
Lombard Plums
Greengage Plums
Egg Plums, blue
Egg Plums, Yellow
White Peaches
Yellow Peaches
Pineapple, sliced
Pineapple, grated
Preserved Apples
Rhubarb

PURE JAMS—In glass, tin or wood—

Red Raspberry
Strawberry
Gooseberry
Red Currant
Black Currant
Plum
Peach, etc., etc.

PURE JELLIES—In glass tin or Wood—

Red Currants
Black Currants
Raspberry
Strawberry
Lemon
Orange

Apple
Pineapple, etc., etc.

PEACH BUTTER—In glass jars, tin or wood

FRUIT PULPS IN BARRELS

Red Raspberry
Strawberry
Gooseberry
Red Currant
Black Currant
Plum
Peach
Tomato
Apple Jelly, not sweetened

CANNED MEATS—In round K. O. cans

1's Boneless Chicken
1 $\frac{1}{2}$'s Roast Chicken, not boned
1's Boneless Turkey
1 $\frac{1}{2}$'s Roast Turkey, not boned
1's Boneless Duck
1 $\frac{1}{2}$'s Roast Duck, not boned
1's Boneless Goose
1 $\frac{1}{2}$'s Roast Goose not boned
1's Roast Goose, not boned, with Tomato Sauce
1 $\frac{1}{2}$'s Boneless Pigs' Feet
1 $\frac{1}{2}$'s Lunch Tongue
1's Lambs' Tongue
3 $\frac{1}{2}$'s Whole Ox Tongue (1 doz. in case)

COMPRESSED CORNED BEEF—

In 1's square tapered K.O. cans
" 2's " " "
" 6's " " "
" 14's " " "

ROAST OR BOILED BEEF—

In 2's round cans
" 6's " "

CANNED SOUPS—

2's Chicken Soup, "Concentrated"
3's Tomato Soup

ENGLISH MINCE MEAT—

In glass jars
In 1 lb., 2 lb., 3 lb. and 6 lb. cans
In 5 lb., 7 lb., 14 lb. and 30 lb. pails
In kegs or barrels

ENGLISH PLUM PUDDING—

In 1 lb., 2 lb. and 6 lb. cans

EVAPORATED FRUITS—In 12 $\frac{1}{2}$ lb., 25 lb. and 50 lb. boxes—

Apples
Peaches
Pears
Plums
Cherries
Rad Currants
Black Currant
Lawton Berries
Red Raspberries
Black Raspberries

EVAPORATED VEGETABLES

—In 12 $\frac{1}{2}$ lb., 25 lb. and 50 lb. boxes

Beets
Cabbage
Carrots
Cauliflower
Celery
Sweet Corn
Horse Radish
Onions
Parsnips
Sweet Peas
Potatoes
Pumpkin
Tomatoes
Turnips

PICKLES—

White Onions in square and octagon glass bottles

Mixed Pickles, in square, round and octagon glass bottles
Mixed Pickles, in 1 gal., 2 gal., 3 gal., 5 gal. and 10 gal. pails, $\frac{1}{2}$ bbls. and bbls.
Chow Chow, in all of above sizes

SUNDRIES—

Barrelled Apples, handpicked, fall and winter
Dried Apples in barrels (Farmers')
Apple Waste (Evaporated)
Apple Chop (Evaporated)
White Beans in sacks or barrels
Honey Extracted, in bulk
" " in 60 lb. tins
" " in 1 lb. glass jars

Our Factories are located at Simcoe, Hamilton, St. Catharines, Port Rowan, and Tilsonburg, (Province of Ontario) and Montreal, (Province of Quebec). In the heart of the best Fruit and Vegetable growing districts of the Dominion of Canada.

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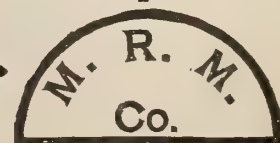
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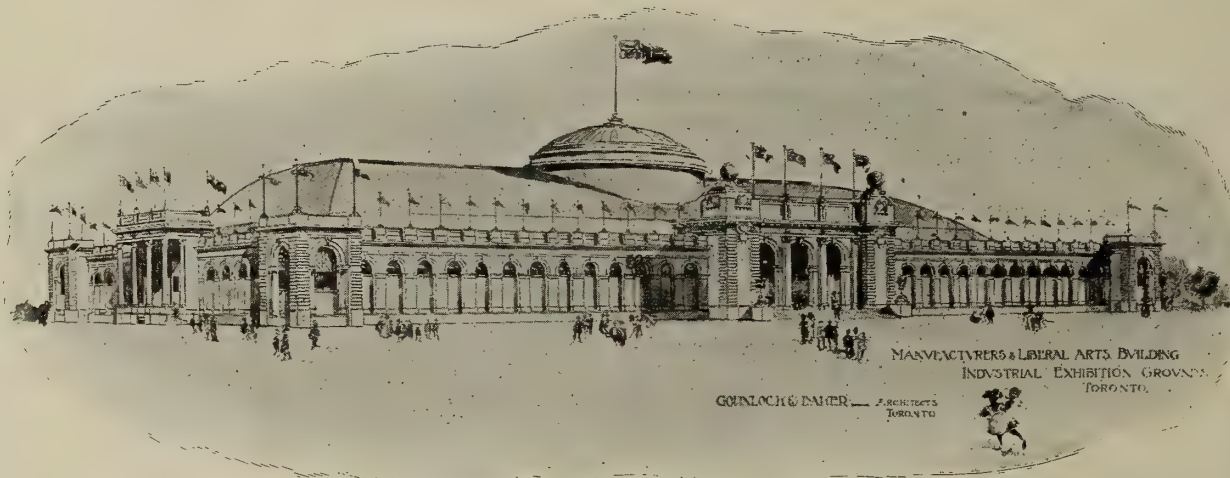
CANADA'S

EXPOSITION

TORONTO

SEPTEMBER 1st TO 13th, 1902.

SEPT.
1st to 13th,
1902



SEPT.
1st to 13th,
1902

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APPLICATIONS FOR SPACE SHOULD BE MADE AT ONCE.

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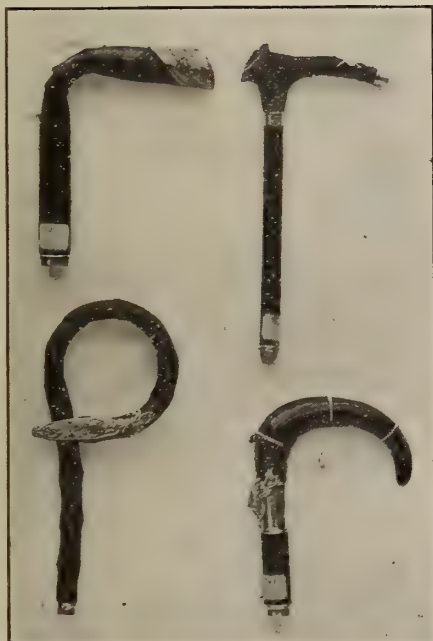
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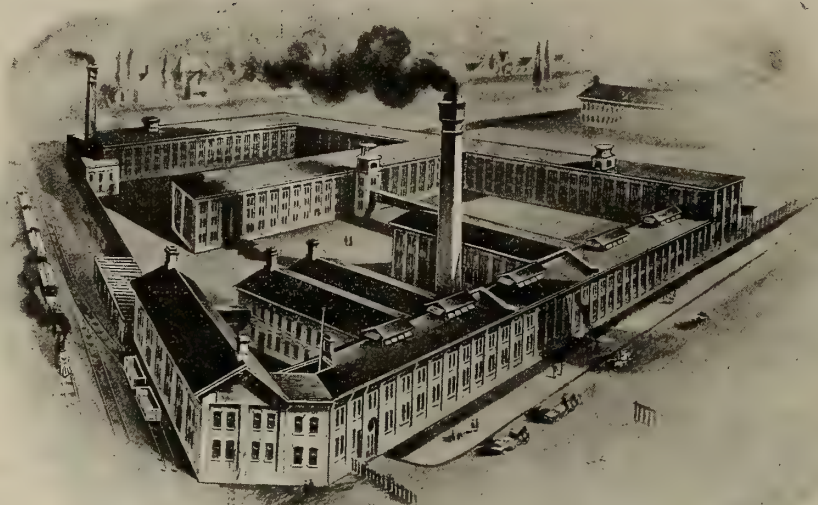
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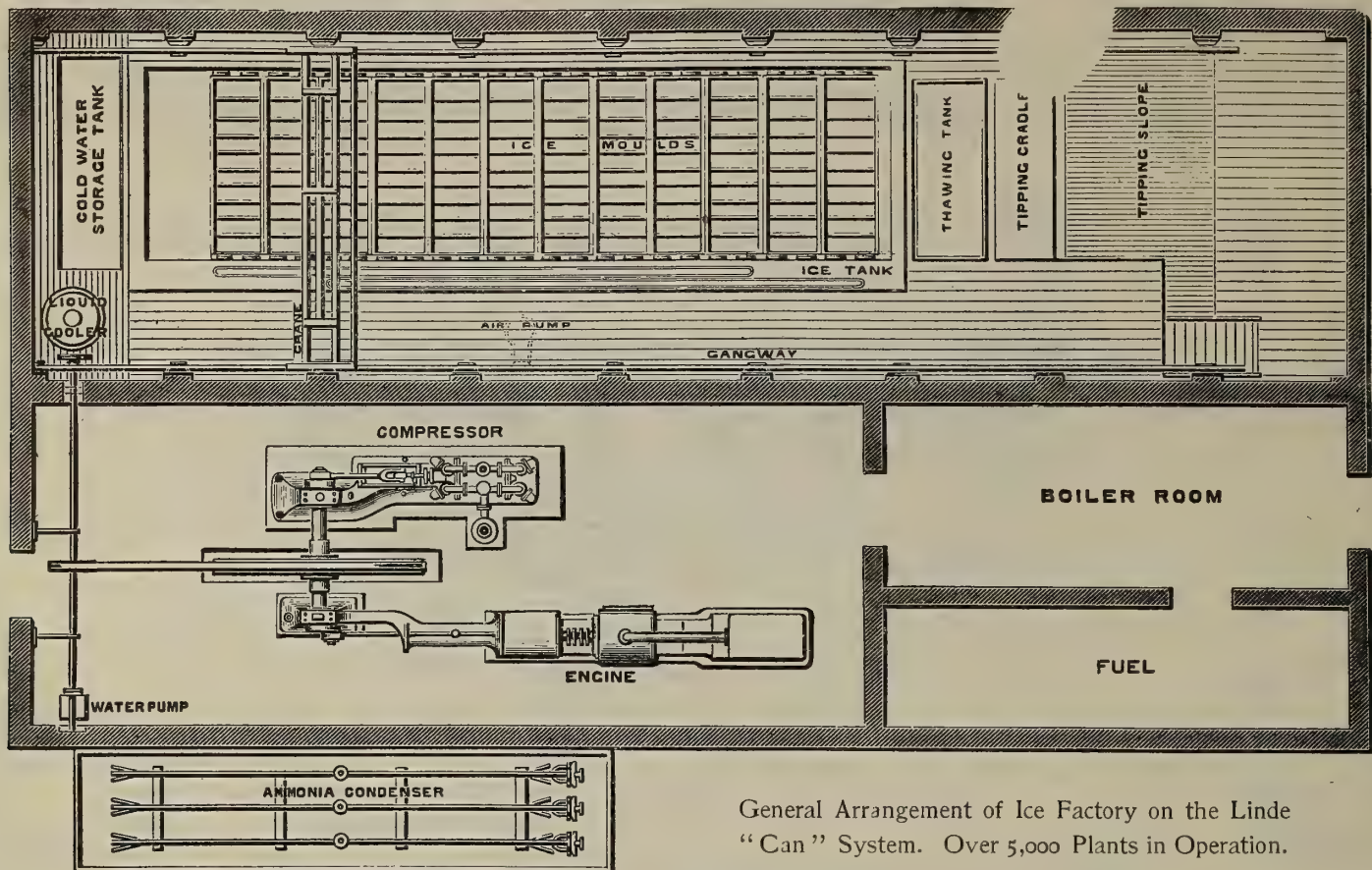
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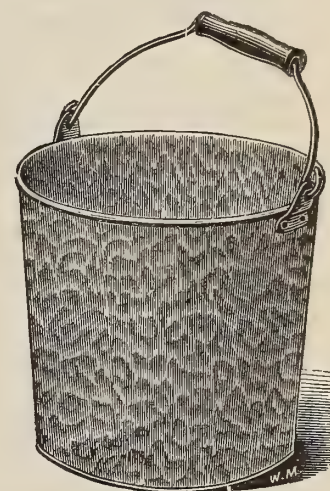
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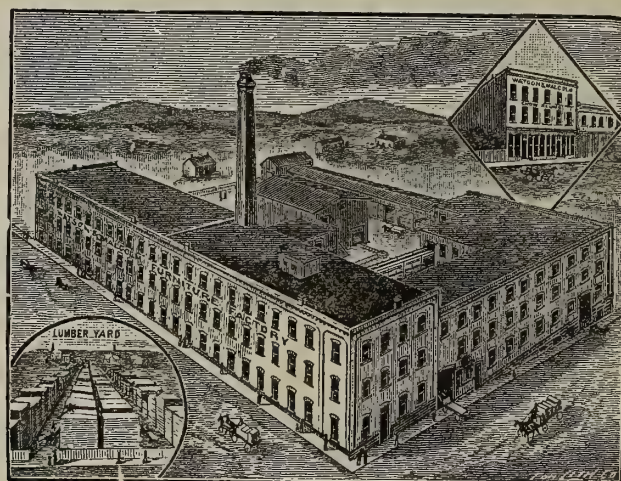
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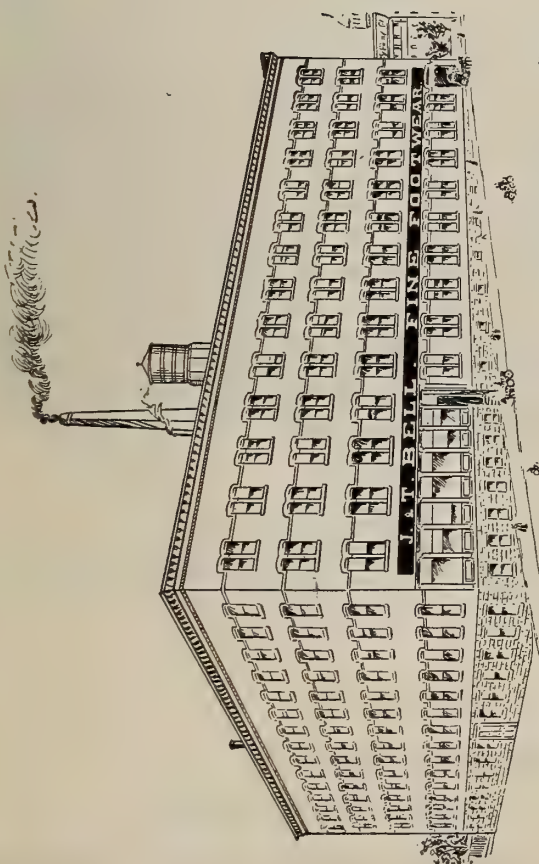
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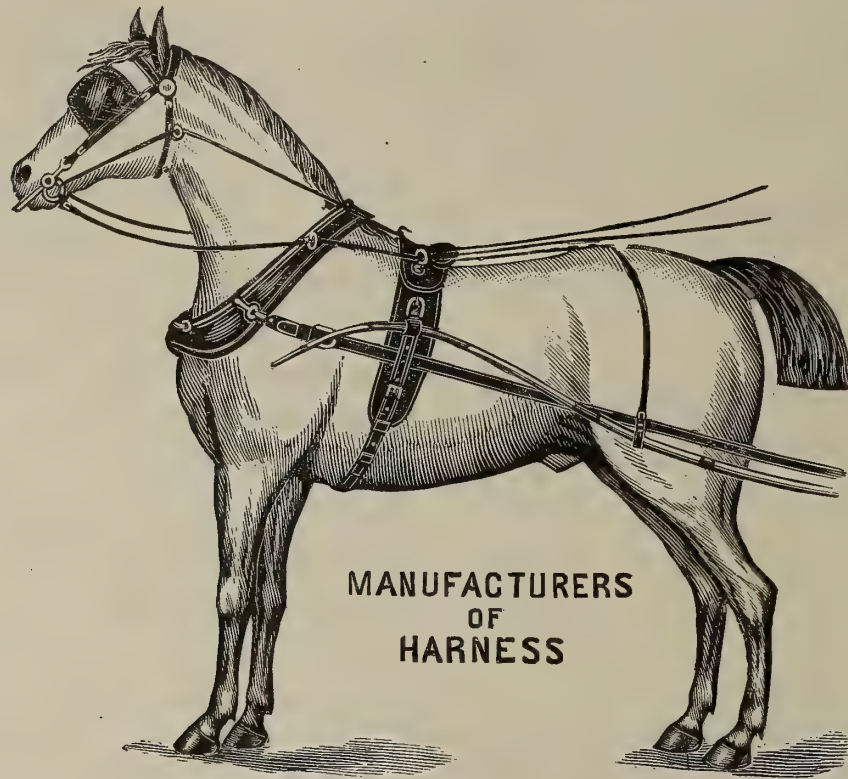
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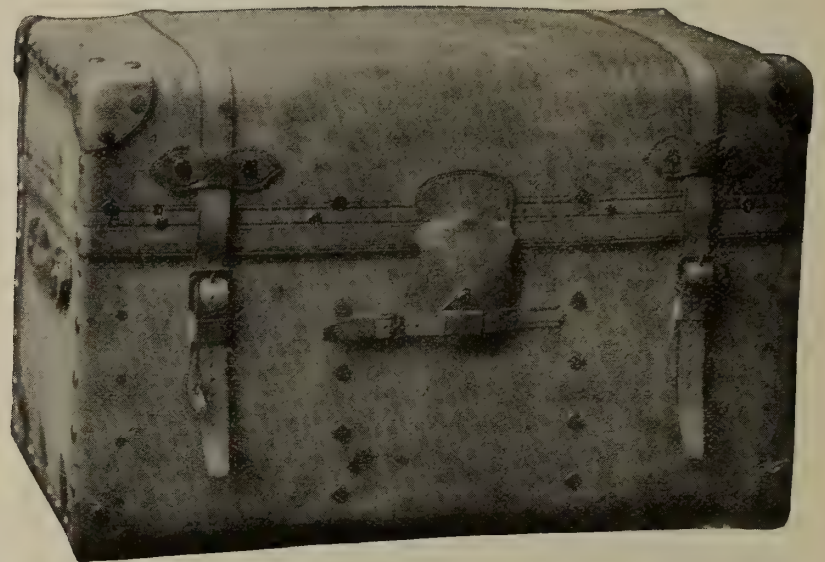
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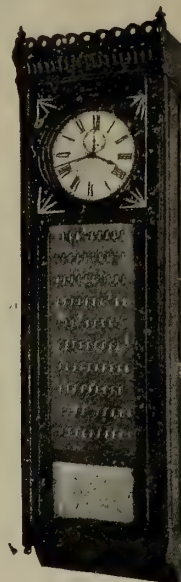
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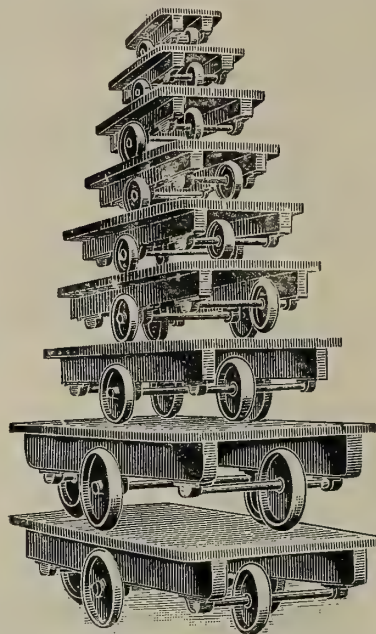
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The Canada Paint Co.  
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Montreal, Can.

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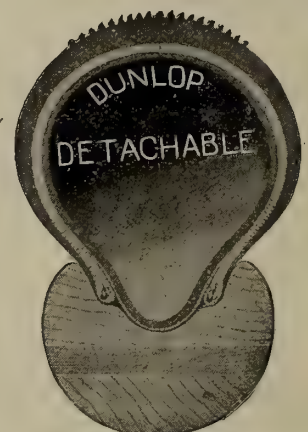
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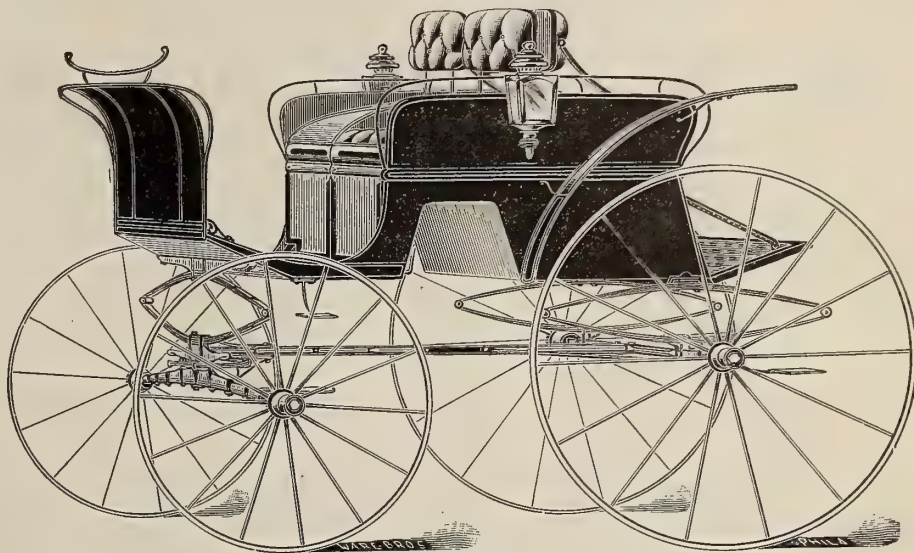
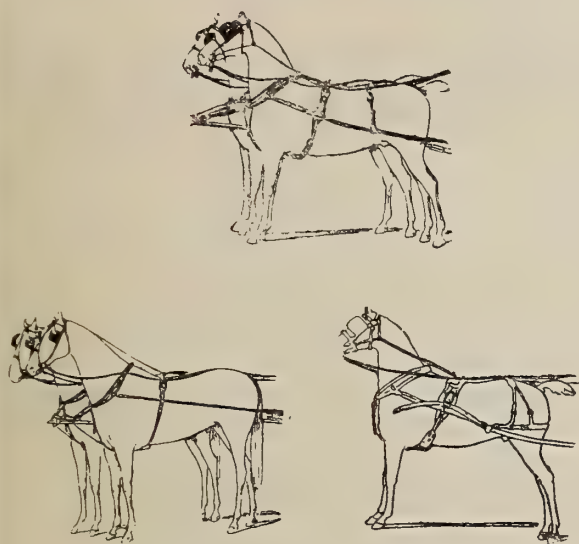
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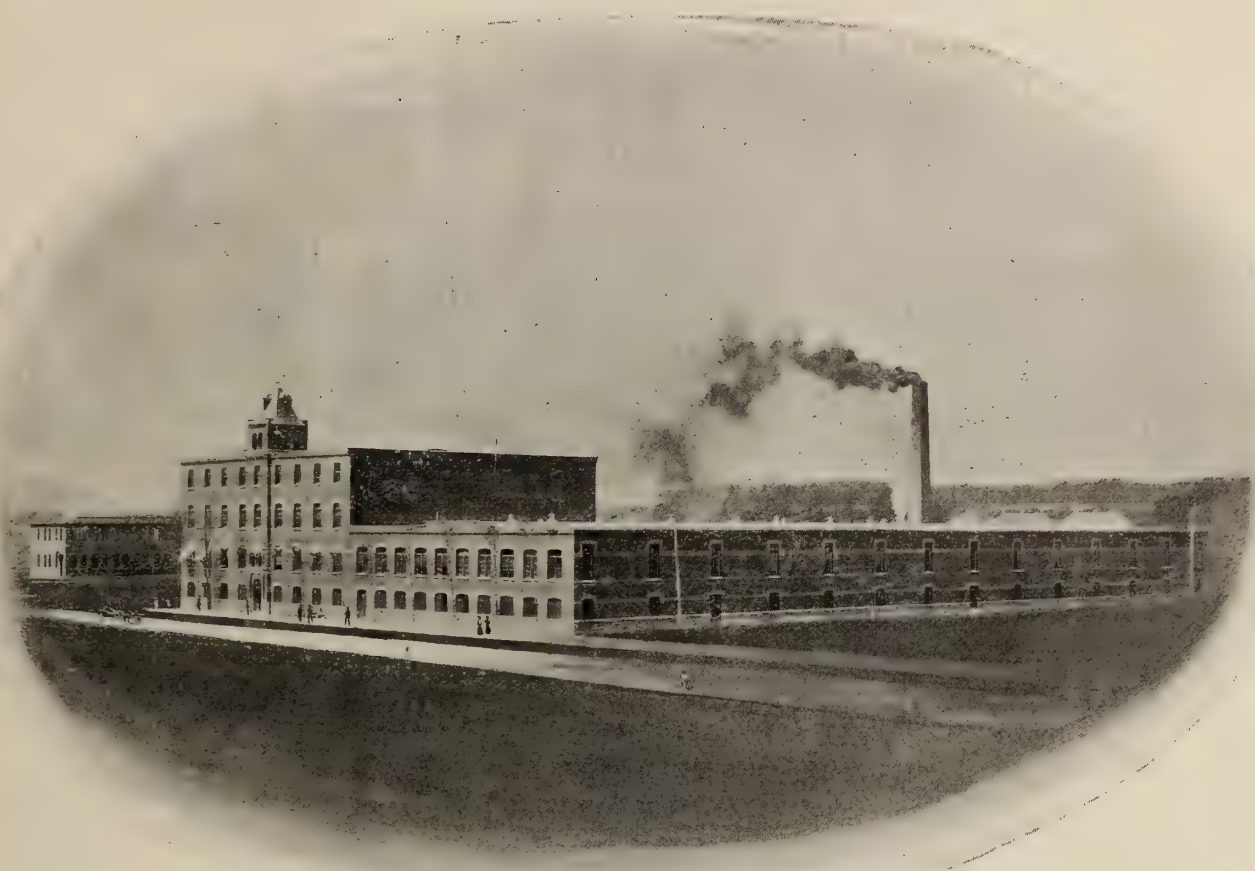
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THIS COMPANY WILL OFFER THE FINEST RANGE IN ITS HISTORY—ONE HUNDRED EXCLUSIVE DESIGNS IN OVER TWO THOUSAND COLORINGS. . . . .  
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A SPECIAL REPRESENTATIVE WILL VISIT THE WEST INDIES

THIS SEASON. HIS PATTERNS AND PROPOSITIONS FOR THE MUTUAL DEVELOPMENT OF TRADE SHOULD INTEREST EVERY DEALER.  
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JUNE, 1902.



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**TORONTO**===== **AND** ===== **MONTREAL**



# INDUSTRIAL CANADA

ISSUED BY

## The Canadian Manufacturers' Association.

"There be three things which make a nation great and prosperous: A fertile soil, busy workshops, and easy conveyance for man and goods from place to place."—Bacon.

Vol. II.

TORONTO, JULY 1, 1902.

No. 11

## THE CANADIAN MANUFACTURERS' ASSOCIATION

HEAD OFFICE: Board of Trade Building, Toronto.

BRANCHES: Temple Building, Montreal; Board of Trade Building, Winnipeg; 500 Granville Street, Vancouver, B.C.

**AIMS**—To promote the interests of Canadian manufacturers by:

**ORGANIZATION**—The Association has organized the Manufacturers of Canada into a strong representative body.

**EDUCATION**—An earnest endeavor is being made to urge upon the people of Canada a national pride in our own manufactures.

**LEGISLATION**—Though non-political, the Association is making a strenuous effort to urge upon the Federal and Provincial Governments a policy which will encourage manufacturing industries in Canada.

**INDUSTRIAL CANADA**—The official organ of the Manufacturers' Association is the widest expression of industrial opinion in Canada.

**EXPORT TRADE**—To encourage the export of Canadian goods the Association has special representatives in Great Britain, Europe, Australia, New Zealand, South Africa and the West Indies. Special trade enquiries forwarded to the members. Financial reports obtained at a special rate.

**GENERAL WORK**—The Association is careful to consider any matter, whether a public question or an individual grievance, involving the welfare of its members. The Head Office and the Branches are open to the members. Any information desired will be gladly furnished by the Secretary.

**TERMS OF MEMBERSHIP**—Individuals, firms and corporations actively engaged as manufacturers in Canada, may secure membership in the Association upon payment of the annual fee of \$10.

President: ROBERT MUNRO, Montreal.

Secretary: R. J. YOUNGE, Toronto.

## Industrial Canada.

Issued monthly as the official publication of the Canadian Manufacturers' Association, and devoted to the advancement of the commercial prosperity of Canada.

Industrial Canada circulates to

1. All Members of the Canadian Manufacturers' Association.

2. The British Consuls, the world over.

3. Chambers of Commerce in the United Kingdom.

4. Foreign and home exchanges.

5. Miscellaneous subscribers at home and abroad.

RECEIVED BY MEMBERS FREE. Subscription price to non-members \$1 per year.

Advertising rates on application.

Address all communications, subscriptions, advertisements, etc., to

Secretary,

Canadian Manufacturers' Association,  
Head Office, Toronto, Canada.

important Canadian firm should be represented in these deliberations.

The trip will be a most delightful one. Through the Thousand Islands by boat from Toronto, and from Montreal to Halifax by the best Intercolonial special train, spending a day at Quebec on the way down. Arrangements have been made for a special trip through the Bras d'Or lake district to Sydney, and the return journey to Montreal will likely be made *via* the Annapolis Valley and St John. What a magnificent holiday excursion, and what enthusiasm there will be! Very satisfactory arrangements have been made regarding rates. Arrange to come. The East throws open its doors to the manufacturers of Canada. Let us accept their hearty invitation, such a splendid opportunity may not occur again for many years.

ponement of the ceremony seems dispelled in a measure by the earnest expressions of profound affection which have come forth from every colony and province of the Empire. The unity of hearts and interests may be demonstrated in gorgeous ceremony and widespread rejoicing, but the events of the past month have proved that a common sympathy in a common sorrow, revealing as it has, the fortitude, good sense and sympathy of a suffering sovereign, may be even a stronger bond of union.

### The Educational Campaign.

The attention of our membership is directed to a notice regarding the Educational Campaign Fund, which appears in another column of this issue. This is no meaningless,

### Are You Coming?

Of course you are coming to Halifax! The trip offers the finest excursion of the summer and the most important meeting of business men ever held in Canada.

The programme for the meeting includes the most interesting questions which the Canadian manufacturer has to face. The tariff, transportation, legislation, export trade, and many other issues are to be discussed, and the policy of the Association for the coming year is to be outlined. Every

### The King's Illness

The sudden affliction which has befallen King Edward the Seventh at so supreme a moment is regarded as a great calamity, not only by Britons, but throughout the civilized world. The intense anxiety displayed by his own subjects is met with a corresponding suspense and sympathy by all the sister nations, and the joy at the splendid prospect for his recovery seems universally shared by all. Even the extreme disappointment caused by the post-

### NOTICES.

- 1.—General Executive Council, Board of Trade Building, Toronto, July 17th, at 2 p.m.
- 2.—Annual Meeting Montreal Branch, Thursday, July 10th, at 2.30 p.m.
- 3.—Annual Meeting Toronto Branch, in Association Rooms, Tuesday, July 15th, at 2 p.m.
- 4.—ANNUAL MEETING in Halifax, August 13th and 14th.



indefinite enterprise. It should appeal to all our members, first as Canadians, and especially as manufacturers. With the enormous increase in the population of our North West, and the acknowledged preference given there at the present time for United States goods, it is imperative that some speedy and effective action should be taken. If only for the great possibilities at stake in the West alone, manufacturers should bestir themselves, and there is no time to be lost. With the project placed in satisfactory form before the next annual meeting the scheme will go forward and, we have little doubt, will produce irresistible results. In the meantime, lend it your support.

### The Colonial Premiers' Conference

With the abating of the intense excitement over the King's illness there has risen a wave of satisfaction that the progress of the Empire is not to be impeded, and that the Colonial Premiers will carry out quietly the arrangements made for their important Conference. Perhaps no more significant step has ever been taken in the history of the British Empire. The "little sea-girt isles" suddenly awaking to find themselves surrounded by a "Greater Britain," have called to conference the statesmen of the Colonies; and across the seas, from America, Africa, Australia and the islands of the sea, these are gathered together in the metropolis of London. What the outcome of their deliberations will be is awaited with the deepest interest, not only by the various portions of the British Empire, but by all the great commercial nations. The attitude of the Colonial Secretary has been partially revealed. Australia, Cape Colony and New Zealand have also expressed themselves. The Canadian Premier has maintained a significant silence, and yet it is taken for granted that Canada, who above all the other Colonies has exhibited, in tangible form, a broad Imperial spirit, will continue to advocate the Empire's welfare in some unifying preferential measure.

We believe that Sir Wilfrid Laurier will ask that the Colonies receive a preference in the British market. Whether this will be granted or not it is difficult to say, but from the standpoint of Canada it is unreasonable to expect that we should extend a preference to Great Britain without receiving some equivalent. It is a well known fact that the preference already given has been a bane to Canadian manufacturers in some lines. Our imports from Great Britain have increased by leaps and bounds, in some classes of manufactured goods being as high as three and four hundred per cent. over last year. What is the result? These manufacturing industries in Canada are being strangled, the Canadian workingman is suffering, and the Canadian farmer is robbed of the increased market he might

otherwise supply. Britain has no more loyal sons than Canadians. It is our privilege to prefer her products against those of any foreign nation, but it is not our duty to favor her at the expense and detriment of our own people. Let us hope, then, that whatever preferential arrangement is reached, and we are anxious that such should be, that our Canadian tariff will be so amended as to permit the preference and yet protect our growing industries against severe competition from any quarter.

### Bound for Canada.

It has been oft repeated that the great need of Canada is population. With the news which reaches us every day there is every indication that this want is about to be supplied. Last year about 70,000 people settled in the Canadian North West. These figures for the whole of last year have been exceeded by the influx during the past month alone. The great majority of these are from the United States. This may seem strange to our cousins across the border, but it is quite reasonable, as the average United States citizen has the reputation of "knowing a good thing when he sees it." From Great Britain and Europe they are teeming in; and just last week a letter reached our office from an interested correspondent in the Argentine Republic, stating that 200 families of Galenses, excellent emigrants, carrying \$150,000 of United States money, are sailing on the steamship Oravia via Liverpool for Canada.

It is worthy of remark that the class of settlers entering Canada is far above the average, many of them being of British extraction and capable of becoming excellent citizens. Many of those from the United States may cherish for some time a preference for the manufactured products of their former home. It is our duty as Canadian citizens and as manufacturers to receive them kindly, to impress upon them our unity of interests, and to encourage in them a spirit of loyalty to Canadian industries, which will permeate the whole of Western Canada, as she enters this period of development, the possibilities of which the most ardent enthusiasts have scarcely dreamed.

### A Progressive Paper

INDUSTRIAL CANADA first saw the light on June 30th, 1900. Even its critics, if such there be, will join in saying that its growth has been phenomenal. The "Globe" (Toronto), speaking of our last issue, says the paper "has grown into a healthy and vigorous publication." That it is such is due to the members of the Association it represents. It is acknowledged to-day as the embodiment of the widest expression of industrial opinion in Canada. It is admitted also to be one of the smartest advertisers in the

field; and these excellencies are due largely to the fact that it is the organ of a powerful Association, which has at heart the best interests of Canadian manufacturers and the advancement of the whole Dominion.

We have pleasure this month in placing specially before our readers a few of the many attractive features of the Maritime provinces. For the article on Nova Scotia we are indebted to Hon. J. W. Longley, Attorney General of the Province, and for the description of New Brunswick to Mr. C. J. Osman, M.P.P., of Hillsborough, our esteemed Vice-President for that Province. To both of these, and to our numerous advertisers we extend our thanks, with the hope that the issue will prove a benefit alike to the Provinces and the manufacturers.

### A GOOD MARKET

#### Conditions in the Transvaal

Mr. J. W. Taylor, correspondent member of the Association in Johannesburg, in a letter to the Association has this to say about South African trade: "Valuable time is being wasted by Canadian manufacturers. The Transvaal is the colony in South Africa which your attention should be given to, not, as at present, Cape Colony, which should be considered only—(outside of its local trade)—as a stopping port for ships on their way to forwarding ports, for the more important centres. Australia, United States and European countries are now booming their wares here while Canada sleeps."

Our manufacturers realize the importance of the market in the Transvaal, but distance, transportation and proper representation are difficulties which some of our exporters do not care to grapple with, they however appear greater than they really are, and are overcome in many instances very satisfactorily. For the Transvaal trade it is not sufficient to send catalogues and price lists to Cape Town, but they must be sent to the business centre of the Transvaal, Johannesburg, and the Association's representative, Mr. Taylor, wishes to call this fact to the attention of our exporters, and asks any interested in this trade to forward him catalogues and other information.

Another point to notice in this connection is that goods for the Transvaal can be shipped more advantageously *via* Port Elizabeth rather than *via* Cape Town, as the *via* Cape Town route involves a longer rail haul, and takes considerably longer time in transportation.

The Transvaal presents an excellent opportunity for almost every kind of Canadian manufactured goods, and already there is a strong and growing British sentiment even among the burghers.

Mr. Taylor, in speaking of furniture, says that bed room suites are made after English designs, and such coming from Canada would have a ready sale.



# EXECUTIVE COUNCIL

## *New Branch at Halifax—The President Speaks on "Preferential Tariff."*

The regular June meeting of the Executive Council was held in the Council Chamber, Board of Trade, at 2 p.m. on Thursday, June 19th.

The President, Mr. Robert Munro, occupied the chair, and the following other members were present :

Cyrus A. Birge, Geo. Booth, P. H. Burton, R. Hobson, J. H. Housser, W. K. George, W. K. McNaught, R. Millichamp, R. Munro, Jas. P. Murray, T. A. Russell, J. R. Shaw, Wm. Stone, A. W. Thomas, J. O. Thorn, C. R. H. Warnock.

The minutes of the last meeting were sustained on motion of Mr. McNaught, seconded by Mr. Russell.

Communications were received as follows:

1. From the Secretary of the Manitoba Branch with respect to the Skagway customs regulations. Upon the receipt of further information from the President upon this subject the Executive Council agreed that no action should be taken to have the present regulations changed.

2. A letter from the London Chamber of Commerce enclosing a resolution regarding cable communication within the Empire, in answer to which the Secretary was directed to forward copy of the resolution which formed one of the suggestions for the Colonial Premiers' Conference.

3. From Jas. Cassidey desiring an appropriation for a series of articles to be written on the industrial progress of Canada. This was referred to the Commercial Intelligence Committee.

The reports of officers and committees were then received, as follows :

### TREASURER

The Treasurer's report presented by Mr. George Booth was adopted on his motion, seconded by Mr. Warnock.

### FINANCE

The report of the Finance Committee providing for the running expenses of the month and recommending the appointment of a permanent assistant who should have special charge of the news columns of "Industrial Canada" was presented by Mr. W. K. George, and was adopted upon his motion, seconded by Mr. J. P. Murray.

### RECEPTION AND MEMBERSHIP

The committee reported a surplus from the "West Indies" Banquet. It also recommended for acceptance 27 applications for memberships, and dwelt at length upon the organization of a new branch of the Association at Halifax, both of which are referred to in other columns of this issue.

The report also suggested the appointment of a programme committee for the Convention, and stated that the transporta-

tion arrangements for the Convention would be completed, and made known to the general membership very soon.

The report was adopted on motion of Mr. Murray, seconded by Mr. Thorn.

### PARLIAMENTARY

The report of the Parliamentary Committee was presented by the chairman, Mr. T. A. Russell. It recommended that the Association enter an emphatic protest against the proposed changes in the postal rates to the Yukon, authorized by the Dominion Government. The rate of 1c. per oz. on books, catalogues, etc., was deemed extremely unfair, inasmuch as the same class of mail matter is forwarded by the Government for United States firms, at one-half the same rate. This recommendation received the unanimous sanction of the Executive.

The report also recommended that a committee should be appointed to revise the constitution and by-laws of the Association, and to have the same drafted in conjunction with the new Act of Incorporation, and presented for ratification at the annual meeting. This suggestion was also adopted by the Executive, and the matter was referred to the Convention programme committee.

### "INDUSTRIAL CANADA"

The report of the "Industrial Canada" Committee was presented by Mr. McNaught in the absence of the chairman.

It announced a credit balance for the June issue, and intimated that a special July issue was being prepared, dealing with the resources and industries of the Maritime Provinces. This issue has been decided upon owing to the growing importance of the eastern industries and the fact that the annual meeting was to be held in Halifax.

The report was adopted on motion of Mr. McNaught, seconded by Mr. J. P. Murray.

### TORONTO BRANCH

The report of the Toronto Branch was read by the chairman, Mr. J. O. Thorn, and was adopted on his motion, seconded by Mr. Booth.

It is reported that the City Council had refused to adopt the estimates as submitted by the Technical School Board, and stated that the manufacturers were making representations to the Works Committee regarding the proposed change in the law respecting the removal of garbage.

### EXHIBITION COMMITTEE

The report of the Exhibition Committee was presented by Mr. McNaught. It emphasized particularly the fact that manufacturers in the east were exhibiting at the Winnipeg Industrial Exhibition, using these means to preserve the western market as

far as possible against the competition of United States firms. The report also stated that the committee were in consultation with the government officials regarding the exhibition at St. Louis and Osaka, Japan, and referred to the announcement that a Peace Exhibition would be held at Cape Town, South Africa, in 1903.

### COMMERCIAL INTELLIGENCE

The report of the Commercial Intelligence Committee, in the absence of the Chairman, was read by Mr. T. A. Russell.

It reported the consideration of a Communication from the Manufacturers' List Co., with regard to the amalgamation of the Manufacturers' List with the next issue of the Canadian Trade Index. The general feeling of the committee was that the Association should continue to issue its own book, and with that in view it was agreed that this Committee recommend to the Executive that the question of issuing the next Trade Index, representing all the manufacturers in Canada, should be discussed at the next annual meeting.

Regarding the appointment of a special trade representative to visit the Yukon, the following recommendation had been carried:

"That the Executive be recommended to nominate Dr. S. M. Wickett, of Toronto, to visit the Yukon in the interests of the Association, and that, providing he accepts the appointment, the recommendation be made to the Minister of Trade and Commerce by the Secretary as soon as possible, and further, that in case this appointment is not carried out, that the matter be left in the hands of this Committee, or some special Committee, to deal with on the shortest notice."

The Committee recommended the application of Mr. Henry Becker, of Berlin, as correspondent member for the Association in Germany.

The resolution regarding Government appointments in the case of foreign representatives, which had been referred to the committee, was recommended as a fit topic for the annual meeting.

The committee also reported that their attention had been called to the fact that the C.P.R. boats from Vancouver to Australia were not affording proper facilities, especially during the summer months, for Canadian shippers.

The adoption of the report as a whole was moved by Mr. Russell, seconded by Mr. Murray, and carried.

### MONTREAL BRANCH

The report of the Montreal Branch was read by the Secretary and appears in another column. It was adopted on motion of Mr. Murray, seconded by Mr. McNaught.



#### EDUCATIONAL CAMPAIGN FUND.

The report of the Educational Campaign Fund was presented by Mr. George. It stated that "The Executive having formulated no definite plan for the completion of the work in connection with the Educational Campaign Fund, it was deemed advisable that some action should be taken towards having the balance of the amount underwritten and the whole scheme presented in as complete form as possible at the next annual meeting."

It recommended further the appointment of Mr. W. J. Green, late General Manager of the Morden Manufacturing Co., of Gananoque, for the purpose of placing the question before the firms personally, and urged upon the entire membership of the Association the necessity of giving the project their hearty support.

The report was adopted on motion of Mr. George, seconded by Mr. Hobson.

#### TARIFF COMMITTEE

The report of the Tariff Committee was introduced by remarks from the President, explaining his position on the preferential tariff.

Mr. Munro spoke as follows :

#### THE PRESIDENT'S POSITION

Before proceeding further with the business of the day, will you permit a word on a matter of privilege.

You have read in the papers that as a representative from the Montreal Board of Trade, I had the honor to take part in presenting to Sir Wilfred Laurier the resolution adopted at the Conference of Boards of Trade recently held in this city.

You have probably read that at this interview the Premier asked me as representing the Canadian Manufacturers' Association, what concessions the members of this Association are prepared to make to Great Britain in return for preferential treatment. The "Globe" gave a fair abridgement of my reply, but as the report given in the Montreal papers was likely to mislead, I was obliged to explain to these papers something of what was said.

Now gentlemen, the question asked by the Premier has not come before us in the direct form in which he presented it, but I ventured to interpret the views of our members from the general tone of our discussions, and I wish to be assured that I have done so accurately.

The resolution to which I referred in replying to the Premier, was the following, viz.:—

"That the Dominion Government is hereby respectfully urged to make such alterations in the tariff upon importations from foreign countries not having reciprocal relations with this country, as will serve to protect the natural products and manufactures of Canada against the present discrimination under which they suffer, and thereby bring about in the near future fairer trade relations between Canada and the said foreign countries."

I feel certain that this resolution is quite in accordance with the sentiments of our membership as a whole, and my interpretation of

your views is that in the event of our government adopting and acting upon this resolution, we might be able to grant a preferential of 50 per cent. to Great Britain.

Now gentlemen, in view of the prominence given to the matter, in view of the great importance of the question, and in view of the interest which the Premier had manifested with respect to your decision, I am desirous that at this meeting of our Central Executive you give as full a deliverance on the subject as you feel warranted in giving on behalf of the members.

Mr. Munro announced further that he

had received a personal letter from Mr. Fielding with regard to the tariff. A general discussion then took place and the position taken by Mr. Munro was generally endorsed by the Executive, all being united in the opinion that the amount of the preference given to Great Britain by Canada was a secondary question so long as the minimum tariff was sufficient in each case to protect Canadian industries against all other competition.

The meeting then adjourned.

## MONTREAL BRANCH

### A Busy Month — Exhibition Representative

**D**URING the past month the Executive of the Montreal Branch has been convened four times and the membership once, at the dinner which was held at the Windsor Hotel on May 22nd.

The three Executive meetings were held to discuss the suggestion for the Colonial Premiers' Conference, to endorse Mr. Edgar A. Wills' candidature for the London Trade Commissionership, and to decide upon some concerted plan to preserve the growing North-West market for our Eastern manufacturers. Our actions on these matters have already been transmitted to the Head Office. The importance of making exhibits at the Winnipeg Industrial Exhibition was brought to the attention of the Executive by Mr. F. W. Thompson of the Ogilvie Milling Co., who was elected a member of the Montreal Executive at the April meeting. He reports the settlers coming in from the United States to be bringing with them a preference for United States' manufacturers, and he suggests the use of this North-West exhibition as the best means obtainable to remove this prejudice.

In connection with this Exhibition matter the suggestion comes from our Quebec Vice-President, Mr. J. J. McGill, that at the annual meeting the Canadian Manufacturers' Association should decide to have a pavilion at each of the important exhibitions throughout Canada, with a Secretary in attendance. This pavilion could be used for educational purposes and as a rendezvous for the manufacturers. Catalogues and price lists could also be distributed and expenses defrayed by charging the members who used this privilege. The Executive ordered this suggestion to be placed before the Executive Council.

The matter of the Association establishing permanent exhibitions of Canadian manufactures was brought up at the regular meeting of the Executive by a letter from Mr. J. H. Sherrard, of the Alaska Feather & Down Company, who would like to see such a display on view in Montreal, where an adequate idea of the manufacturing going on, in the Province of Quebec particularly, could be

given. This was also referred to the Executive Council for consideration.

The Montreal Executive has been trying to devise some scheme by which there would be a larger attendance of the Montreal representatives at the meeting of the Executive Council. It is suggested that all the members of the Montreal Executive be made eligible with the maximum voting power of the branch unchanged.

Mr. J. W. Hughes has been added to the committee on "Technical Education." It has been decided to have the annual meeting of the Montreal branch on Thursday, July 10th, at 2 p.m., in the Council Room of the Board of Trade.

During the month Montreal has been visited by several agents, who wished to represent Canadian manufacturers in other lands. The Secretary has been instrumental in concluding no less than eight or nine arrangements between Montreal concerns and these visitors. Six applications for membership were passed at the June meeting of the Executive.

#### THE MANUFACTURERS' ARCH

The manufacturers of Toronto will remember with considerable pride the beautiful arch erected by them at the head of University Avenue in October last in honor of the Duke and Duchess of Cornwall and York. In this connection it is interesting to note the following which appeared in the Critique columns of a recent number of "Architectural Annual"

"As a conception it is far ahead of the Dewey Arch erected for the last great fete in New York. It appeals to the popular imagination by sheer force and has an assured and patriotic expression replete with an overwhelming sense of dominion and power."

Stewart, Allan & LeMaistre, of Montreal, manufacturers of shirts and ladies' waists, are moving into larger quarters at 323 St. James St., the premises lately occupied by the American Silk Waist Mfg. Co. This latter concern has been reorganized and is resuming operations with the office at 1836 Notre Dame St.



# A PROMISING BRANCH

*Nova Scotia Organized—List of Officers—The Provincial Exhibition.*

THE Canadian Manufacturers' Association has now local organizations reaching from British Columbia to Nova Scotia. The last organized was Nova Scotia with headquarters in Halifax. In considerably less than two years offices have been opened in Vancouver, Winnipeg, Montreal and Halifax. Each place is the centre of an active membership, and the Halifax branch promises to be one of the most energetic and enthusiastic.

## PROSPERITY

Nova Scotia is prosperous. There is the general feeling of good times everywhere. The wonderful development in iron and steel commands the greatest attention, but a run through the province shows progress on all sides. Apart from the steel industry New Glasgow, Amherst and other towns can boast of several manufacturing establishments that have become immense institutions and in the smaller towns everywhere factories of different kinds are springing up.

A run through the Annapolis Valley shows one of the finest and most prosperous farming communities in Canada with numerous thriving towns and building operations going on everywhere.

## LIST OF THE MEMBERS

There are at least 200 business enterprises in the Province, representatives of which are eligible for membership in the Association. There are 55 members at present as follows:

### AMHERST—

Amherst Boot and Shoe Mfg. Co.  
Amherst Foundry and Heating Co.  
Christie Bros. & Co.  
Dunlap, Cooke & Co.  
Rhodes, Curry & Co.  
Robb Engineering Co.  
Starr Manufacturing Co.

### ANTIGONISH—

Canada Milk Condensing Co.

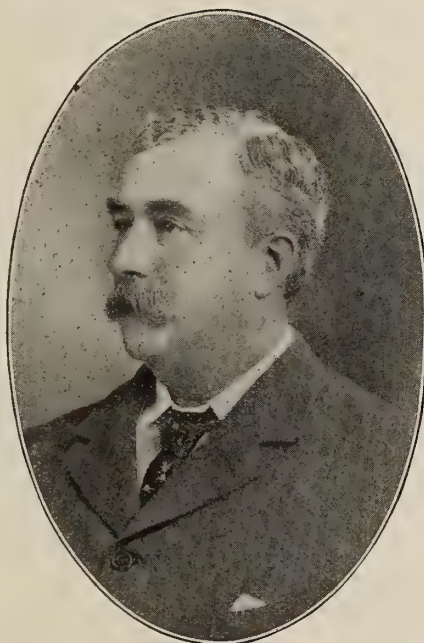
### GETSON'S COVE—

Jos. N. Wolfe.

### HALIFAX—

Acadia Powder Co.  
Acadia Sugar Refining Co.  
Geo. E. Boak & Co.  
Clayton & Sons.  
Collas, Whitman & Co.  
Consumers' Cordage Co.  
G. S. Campbell & Co.  
Dominion Electrical Works.  
Henderson & Potts.  
Imperial Publishing Co.  
A. Keith & Son.  
Longard Bros.  
McAlpine Publishing Co.  
McDonald & Co.  
Moir, Son & Co.  
John P. Mott & Co.  
Nova Scotia Fertilizer Co.

Jas. Hillis & Sons.  
A. & W. Mackinlay.  
Dartmouth Rolling Mills, Ltd.  
Gordon & Keith.  
Bigelow & Hood.  
W. & A. Moir.  
Davis & Fraser.  
Port Hood Coal Co.  
Nova Scotia Furnishing Co.  
H. R. Silver.  
Simson Bros.  
Smith & Proctor.  
N. & M. Smith.  
John Starr, Sons & Co.  
St. Croix Paper Co.  
Robt. Taylor Co.  
Arthur N. Whitman.



JOS. HENDERSON,  
Henderson & Potts, Halifax and Montreal.  
Chairman of Nova Scotia Branch Canadian Manufacturers' Association.

### LUNENBURG—

Lunenburg Foundry Co., Ltd.

### NEW GLASGOW—

Bailey-Underwood Co.  
Fraser Bros.  
I. Matheson & Co.  
Munro Bros. Wire Works.  
Nova Scotia Steel Co.

### OXFORD—

Oxford Manufacturing Co.  
Oxford Foundry and Machine Co.

### PICTOU—

G. J. Hamilton & Sons.  
A. McKenna, sr.

### SYDNEY—

Dominion Iron and Steel Co.

### TRURO—

Truro Condensed Milk Co.

## ORGANIZATION

The meeting for organization was held in the Board of Trade Rooms, Halifax, on Friday, June 13th, and presided over by

Joseph Henderson. J. F. M. Stewart, Assistant Secretary of the Association, who was in Halifax arranging for the organization, acted as Secretary. Over forty members were present and besides Halifax, Amherst, New Glasgow, Truro and Sydney were represented.

After a short discussion as to the work and duties of a local organization, and the benefits to be derived therefrom, it was decided to organize a branch to be known as the Nova Scotia Branch of the Canadian Manufacturers' Association.

## THE OFFICERS

The following officers were then elected:  
President—Jos. Henderson, Henderson & Potts, Halifax.

Vice-President—Dr. D. H. Muir, Condensed Milk and Canning Co., Truro.

Secretary—J. R. Macleod, Halifax.

Executive Committee—John F. Stairs, Nova Scotia Steel Co., Halifax; J. P. Longard, Longard Bros., Halifax; T. M. Cutler, Acadia Sugar Refining Co., Halifax; W. B. Taylor, Robt. Taylor Co., Halifax; Wm. Lithgow, Port Hood Coal Co., Halifax; T. R. Gue, Acadia Powder Co., Halifax; A. Moir, W. & A. Moir, Halifax; Wallace Buell, Dominion Iron and Steel Co., Sydney; C. M. Crockett, I. Matheson & Co., New Glasgow; Jas. Munro, Munro Wire Works, New Glasgow; A. F. Pelton, Rhodes Curry, Amherst; D. W. Robb, Robb Engineering Co., Amherst; H. H. Hamilton, G. J. Hamilton & Sons, Pictou.

## NOVA SCOTIA EXHIBITION

The first matter of business to come before the new branch was the question of support to the Provincial Exhibition. The Hon. Mr. Longley, President, and Mr. Wood, Manager of the Exhibition, were present and pointed out the importance of the annual exhibition, and desired a more hearty support from the manufacturing interests. After discussion a resolution was moved by Messrs. John F. Stairs and J. P. Longard, and carried, that the Association call the attention of the members to the advisability of the manufacturers showing a more active interest in the Provincial Exhibition and making an exhibition this year. The question of the Association being represented on the Exhibition Commission for 1903 shall be taken up in good time next year.

In view of the annual meeting in Halifax, in August, the organization of Nova Scotia at the present time was very desirable. The whole East is throwing open its doors, and the manufacturers of the Maritime Provinces are now in a position to take their proper part in what promises to be the greatest gathering of business men ever held in Canada.



# WEST INDIES

Mr. C. D. Davies, Representative of the Canadian Manufacturers' Association in Bridgetown, Barbados, in a letter this month to the Association goes carefully into some of the conditions relating to West Indian trade. We are pleased to publish a part of Mr. Davies' letter as follows:—

"My attention has also been directed to the question of primage charged by the Steamship Companies. Some merchants have objected to the 5 per cent. commission, and I fully sympathize with them in this matter, as every 5 per cent. saved is an object, especially when the class of goods is to compete with other lines already established. I respectfully ask your consideration to this seemingly important point, and would, therefore, suggest to the various manufacturers who are trading direct, to prepay freight to the different ports when possible, thereby avoiding this 5 per cent. primage; and when paying such freight, it is a very easy matter for same to be included in their bill. It is also *absolutely necessary* to INSURE goods on ALL occasions, even though advice may not be given, as often it may escape the attention of an importer, and the late catastrophe in the West Indies, where the cargo, etc., on the S. S. Roraima and other ships were completely destroyed, shows the importance in this matter.

My attention has also been called to another point. The manufacturers give the impression that they are somewhat disinterested in the West Indian trade, for the simple reason that, in making shipment, they invariably send out the invoices, and bills of lading, as the case may be, unaccompanied by a single line of advice, and such treatment is not thought to be courteous.

When the manufacturers take into consideration that they are competing against well-established lines, and are hoping to get their goods into the market and establish a trade, it is certainly incumbent upon them to try and show the merchants that they are interested in every way. The initial orders may be small, but it does not stand to reason that the trade will not improve, and if that is the course they intend to pursue, however good their wares may be, the merchants will naturally patronize those who can be in closer touch and correspond with them now and then."

## CLOSER UNION

The "Daily Chronicle," Demerara.

The colonists of British Guiana will observe with sympathy the determined efforts that are being made by the Canadian manufacturers to obtain for their produce a better hold on the markets of the British West Indies. It is regrettable that the persistency of the Dominion merchants has not been more amply rewarded in the past, but until recently the conditions of competition were all to their disadvantage, compared with those enjoyed by the merchants of the United States.

## TRADE WITH UNITED STATES

By a peculiar combination of circumstances the Americans have secured a footing for their goods in the colonies of the Caribbean which it will be extremely hard to shake. Canada's resources are feeble by contrast with those of the Republic, and the latter seems to be steadily improving its position in the British West Indies. From all the colonies the trade returns have a common characteristic. Whatever the fluctuations in commerce with other countries, the United States more than hold their own year by year.

## CANADIAN EFFORTS

The Canadian Government have been at pains to remove the inequalities that prevented the Dominion produce from competing on even terms with that of the States; freights and charges to the West Indies have been reduced to the level of those from New York, and a serious attempt has been made to capture a share of the trade with the islands and British Guiana. Some progress, it is true, can be reported, but the rate of advance has not been at all proportionate to the conjoint efforts of the Government and the manufacturers of Canada.

## THE PRESENT VISIT

At present a delegation from the Manufacturers' Association of the Dominion is on a visit to this colony, and we sincerely trust its members, Messrs. Munro and Stewart, on their return to Canada, will find that they have secured something more tangible than simply the goodwill of the mercantile interests of these possessions, however much that kindly feeling may be esteemed.

## THE TIME OPPORTUNE

The visit is made at an opportune time, when on the one hand America seems preparing to dispense with West Indian sugar, and on the other when she contemplates breaking down her tariff barrier so as to promote the interests of her trade with foreign countries. These circumstances, combined with the commercial disturbance that will ensue when the bounties go, have created in the Caribbean a certain indecision as to the future, from which the country that is on the alert will certainly derive an advantage.

## SUGAR

If in the re-arrangement of the markets for the West Indian Staple, which must surely come within the next few years, Canada can take a generous proportion of our sugar, more than half the battle will have been won by the manufacturers of the Dominion. It is true that notwithstanding its expanding market Canada is still unable to consume all the sugar

manufactured in the West Indies, but an indispensable condition to the successful development of the Dominion's trade in the Caribbean, is that its ships should return to Canadian ports with full cargoes.

## RECIPROCAL TRADE

Mr. Munro in his address quoted Sir Wilfrid Laurier, one of the Empire's leading statesmen, as saying in effect that if the Dominion wants to improve its outside commercial connections, it must not only be satisfied with unloading its goods on some foreign market; it must also be prepared to take the produce of that particular country in return. This is a principle so well understood in trade, that it has become an axiom, requiring no demonstration. It sets the limit to Canada's commercial ambitions and is in a measure the underlying cause of the comparative unsuccess which has hitherto attended the attempts of the Canadian manufacturers to develop the West Indian market. In the past Canada, with a population of five and a half millions, has offered no such an opening for West Indian cane sugars as the United States with its seventy-six millions.

## UNITED STATES MARKET UNSAFE

As we have pointed out, however, the American market, as an outlet for the produce of these colonies, is constantly contracting, owing to its domestic production and to the fact that the imports from its colonies and dependencies enter the Republic either duty free or at specially favored Customs rates. Therein will arise Canada's opportunity. In any event, until the Dominion has made up its mind to facilitate the importation of produce from the Caribbean the manufacturers can expect but slow and discouraging progress in the growth of their trade with these colonies.

## PREFERENTIAL TRADE

In saying this we are not unmindful of the concessions that the Dominion Government have already made in behalf of trade with the Empire. Sir Wilfrid Laurier and his advisers were the pioneers of a movement towards the practical union of the British Empire,—a union on the basis of mutual support, involving, if not a sacrifice, at least consequences not entirely to the advantage of Canada. In return for the preferential rate of 33½ per cent. granted to British and Colonial articles, the Dominion has sought no reciprocal concessions; it asks for nothing in return for the preference. This action of Canada stands in acute contrast to the attitude of the United States, which not only seeks to drive a sharp bargain but stands hesitating, having the courage neither to abandon the reciprocity treaties nor to finally ratify them.



At the same time the incident proves the desirability of securing a trade connection with a country which we know will treat us fairly, even generously.

#### RELATIONS WITH UNITED STATES

Our previous experience of preferential relations with the States resulted in a loss of revenue to the colony, while the operations of the Sugar Trust spoilt the market for our chief product. At the present juncture the interests of this group of colonies seem to lie in the direction of closer commercial relations with our fellow colonists of the North, whose market, if small, would assuredly prove staple, being subject to no such influences as "corners" and "trusts." The  $33\frac{1}{3}$  preference in favor of West Indian sugars, generous as it is, does not compensate for the bounties on beet paid by European countries, but were the Canadian Government to countervail the beet sugar imports from Europe, following in this the example of America, assuredly our produce would find its way to the Dominion in larger quantities.

#### BOUNTIES

In view, however, of the international convention that has been agreed to for the suppression of the bounties, we doubt whether it would be worth the while of Sir Wilfrid Laurier's Government to adopt any fiscal measures of the kind. When the sugar market is reduced to a natural condition it will then be practicable to determine by what methods the importation of West Indian produce to Canada can be encouraged. Unless we greatly mistake the indications, these colonies in the course of a few years will turn to Canada for that preferential treatment which, on being voluntarily given in 1898, evoked the protests of the West India Committee, who feared that the United States' market would be thereby endangered.

#### JAMAICA AND CANADA

The "Daily Telegraph," Kingston, Jamaica, Thursday.

When, during the first period of the South African war, news came from the front of the gallant behavior of the Canadian volunteers, an English poet very appropriately expressed in verse the feelings with which Englishmen regarded the conduct of the Colonials. "Lead the way Canada," the poem was entitled; but it is not only in deeds of valor that the Dominion endeavors to lead the way. Canada is essentially a progressive country. Democratic in spirit and feeling, her sons yet foster a rare spirit of love and loyalty towards the old country. A next door neighbor of the great republic, Canada shows that she also possesses the go-ahead methods and characteristic energy of Americans, while still holding true to the traditions and Crown of Great Britain. For such a country there is a future, and a great one; and it is with unmingled satisfaction

that we notice the efforts being made by Canadians to bring their country into close relationship with other parts of the Empire. They are leading the way to the establishment of that bond of unity which should exist between all the peoples owning one common Mother-land, having one destiny, speaking one tongue, and drawing inspiration from a literature of which they may well be proud.

#### CANADA AS A CUSTOMER

No reader of the Daily Telegraph need be told that this paper has always been in favor of promoting a substantial trade with Canada. We do not believe—and it would be foolish to believe that our commercial dealings with the Dominion will ever equal our commercial dealings with the United States. Canada possesses a population of but five millions and a half souls at the most, while the inhabitants of the United States number over seventy-five millions. Living too in a climate which is subject to greater extremes of heat during the summer, the Americans are naturally given to consuming larger quantities of our tropical fruits per man than are the Canadians.

#### TRANSPORTATION

We must also take into consideration the fact that the United States is nearer to Jamaica than Canada is, and no one needs to be told that, other things being equal, distance is a factor of considerable importance in the development of trade between two countries. But after taking all these matters into account, we still hold that a very respectable commerce could be carried on between this island and the Dominion. As Mr. Munro pointed out at the meeting at the Merchants' Exchange on Tuesday afternoon, with proper shipping facilities, Jamaica sugar should find a market in Canada, and there seems no reason why the 600,000 bunches of bananas that now go to Canada by rail through the United States should not eventually go direct from this island to that country.

#### CANADA NOT AGGRESSIVE

Hitherto, the possibilities of a developing trade between the West Indies and Canada have certainly been too much overlooked. Mr. Munro said he found that these possibilities had been entirely disregarded in the other West Indian Islands, while "it was surprising to find the commerce between Jamaica and Canada in such an unsatisfactory condition. He did not say whether it was Jamaica or Canada which was to be blamed in the matter. Canada was not very aggressive in setting her manufactures before Jamaica." The reason for this state of things we believe is to be found more in ordinary circumstances, than in anything else. Canada as a nation has certainly not done much to push its trade with the world until very lately, although its agent in Jamaica (MR. GEORGE EUSTACE BURKE) has done everything in his power

to advance in this island the commercial interests of the country he represents here. But it is only fair to remember, on the other hand, that Canada has devoted most of its energy during the first three-quarters of the nineteenth century to developing its resources, and to building up its manufactures.

#### PRESENT ACTIVITY

Recently, however, it has shown an inclination to fight for a share of the world's trade; and the very existence of such an association as that which Mr. Munro represents, proves that the business men of the Dominion are very much in earnest. And we think that Jamaica merchants are also very much in earnest at the present time. We notice that the members of the Merchants Exchange have been manifesting unusual activity during the last few months, and that they have been seriously considering the best means by which our commerce may be extended. All this is as it should be; and if this energetic spirit endures, and the business men of the Dominion do their best to cater for the Jamaica consumer, the probabilities are that a healthy and lively trade will spring up between this island and her sister colony in the North.

#### TECHNICAL EDUCATION IN MONTREAL

The Montreal Branch of the Canadian Manufacturers' Association, who are at present busied with the question of Technical Education in Montreal, were extremely fortunate in having a visit last week from Mr. T. C. Search, of Philadelphia, Ex-President of the National Association of United States Manufacturers. Mr. Search addressed a committee of the Branch on Technical Education, which subject he takes a deep interest in, and at Philadelphia he is best known as the founder and president of the School of Industrial Art in the Pennsylvania Museum.

In his talk Mr. Search gave a history of the textile school, which he established at Philadelphia twenty years ago, and showed what it had done for the industry in the United States. Technical schools, he said, were fast displacing the apprenticeship system, and he urged the manufacturers to establish a well equipped institution in Montreal.

Those present at the meeting, which was held in the Board room of Drummond, McColl & Co., were Sir Wm. Macdonald, Messrs. Robert Munro, president of the Canadian Manufacturers' Association; Geo. E. Drummond, J. C. Holden, Col. Robert Gardiner, J. T. Hagar, T. J. Drummond, J. W. Hughes, D. A. Budge, C. A. Calhoun, and E. H. Cooper, secretary of the Montreal branch of the Canadian Manufacturers' Association.

A committee of the branch is investigating the question of technical education, and will make a report at the annual meeting to be held July 10th.



# MARITIME EXHIBITIONS

Provincial exhibitions are held annually at Halifax, Nova Scotia, and St. John, New Brunswick.

## NOVA SCOTIA

The Nova Scotia Provincial Exhibition Commission, whose advertisement appears in this issue, was incorporated in 1897 and is composed of representatives from the Government of Nova Scotia, the city of Halifax and the Nova Scotia Farmers' Association.

In 1896, 35 acres of suitable property was secured and, after exhibition buildings in Upper Canada and the United States

A grand stand 400 feet long and accommodating 4,000 people overlooks one of the best half mile tracks in the province, and a very attractive show of specialties is provided each year.

The attendance at the exhibition each year is from 60 to 75 thousand people, drawn from every part of the Maritime Provinces, and many from Newfoundland and Upper Canada.

## ST. JOHN.

The Exhibition in St. John is termed Canada's International Exhibition and Maritime Interprovincial Fair. It is controlled

## EDUCATIONAL CAMPAIGN

For some time, but especially during the past few years, it has been felt that some practical effort should be made to remove the preference for imported goods, and the prejudice against articles of home manufacture, from the minds of the Canadian public. Last year \$65,000,000 of manufactured goods were imported into Canada from the United States alone, of which \$50,000,000 might just as easily have been made here, and assisted in building up our own country rather than supporting our competitors. To educate the people of Canada to help themselves seems a strange enterprise to initiate. It is not a matter for the manufacturer alone, but for the working man, and the farmer also, both of whom are unjust even to themselves



MAIN BUILDING, NOVA SCOTIA PROVINCIAL EXHIBITION, 225 x 60 FEET, DOME, 110 FEET HIGH.

had been inspected, the present modern buildings were erected at a cost of some \$50,000. Separate buildings are provided for manufactures, agricultural and horticultural products, carriages and machinery. The machinery building is 200x50 feet, and is fitted with shafting, free power being supplied to exhibitors.

## MAIN BUILDING

The main building is modern in every respect and compares favorably with the best exhibition buildings in Canada. It is 225 x 60 ft. with a central dome rising to the height of 110 ft. A siding of the Intercolonial Railway runs to the grounds, along the north boundary, giving every facility to exhibitors of heavy goods and machinery.

by an association of business men and farmers, representing St. John and other parts of New Brunswick, and managed by a board of directors. The industrial and manufacturers' buildings are light, airy, and suited for the purposes intended. They contain a floor space of 80,000 sq. feet, with shafting for machinery, and for all working exhibits space and power are furnished free. In addition to these buildings there are large transportation, amusement, agricultural and live stock buildings

No action on the part of manufacturers in the other provinces will do more to unite and cement the hitherto apparently divergent interests of the East and West than to secure space and make displays at these exhibitions, and in many cases no better advertisement can be secured.

in the patronage given to foreign goods. But while it is a question of paramount importance to every class in Canada, and to all loyal Canadians, the Canadian Manufacturers' Association have taken the initiative in embodying the principle in a practical plan, and it is even now taking form. The proposition is that \$50,000 should be subscribed, payable by subscribers in three equal annual instalments, and that during three years a vigorous campaign should be waged impressing upon the Canadian people the true situation and endeavoring to convince them that their own prosperity is bound up in a policy of "Canada for the Canadians" and not "Canada for the United States."

Accordingly the executive at its last meeting have engaged Mr. W. J. Green, late General Manager of the Morden Manufac-



turing Company of Gananoque, to place the project personally before the membership. Is it necessary to further emphasize the necessity of the scheme when the large manufacturers of the United States are crowding Canada with their agricultural implements, their products of steel, iron, brass and copper, their dry goods, their boots and shoes, and very many other lines of manufactured goods, and when the general Canadian public, especially in the west, are every day purchasing these to the detriment of every class in our own country? If others are indifferent let the manufacturers of Canada rise, and in their united and hearty support of the Educational Campaign Fund prove their loyalty to Canadian industries, which is nothing else than pure patriotism for the land they call their own.

Davis & Fraser, Halifax, N. S., pork packers.

Gordon & Keith, Halifax, N. S., furniture. Hamilton Oak Tanning Company, Limited, Hamilton.

James Hillis & Son, Halifax, N. S., stoves and foundry.

E. Leonard & Sons, London, foundry and machine shop.

London & Petrolea Barrel Company, London.

London Machine Tool Company, London Lunenburg Foundry Company, Limited, Lunenburg, N. S.

A. & W. MacKinlay, Halifax, N. S., stationers.

McEachren Heating and Ventilating Company, Galt.

for receiving and storing goods from Canada both for exhibition and supply purposes. He proposes also to look after collections and remittances from Birmingham, and in his position to advise manufacturers as to the class and description of goods best suited for the trade, and to report as to the trade standing of customers. The remuneration for services done to be on a commission basis regulated either on sales or on sales and collections.

Correspondence is invited; address may be obtained at Head Office of the Association.

Provided several exporters desire to be represented by such an agency in Birmingham, the promoter proposes in addition to references, a deposit with the secretary of



INDUSTRIAL AND MANUFACTURERS' BUILDINGS, ST. JOHN EXHIBITION GROUND.

### NEW MEMBERS

The following applications for membership were accepted at the June Executive Meeting:—

B. F. Ackerman, Son & Company, Peterboro, Ont., harness, etc.

The Ault & Wiborg Company, Toronto, printers' inks.

Bigelow & Hood, Halifax, N. S., mineral waters.

Fred Birks, of Belding, Paul & Company, Montreal.

L. Z. Boudreau, Montreal, printers.

The Charlemagne & Lac Ouareau Lumber Company, Montreal.

The Columbia Handle & Lumber Company, London.

Darling Brothers, Montreal, machinists.

Dartmouth Rolling Mills, Limited., Dartmouth, N. S.

Oxford Foundry and Machine Company, Oxford, N. S.

D. S. Perrin & Company, Limited, London, biscuits and confectionery.

Samuel J. Roy, Sabrevois, P. Q., creamery. St. Croix Soap Manufacturing Company, St. Stephen, N. B.

C. J. Somerville, London, paper boxes.

Strathroy Canning and Preserving Company, Limited, Strathroy, Ont.

The Sunlight Gas Company, Limited, Montreal.

The Wire and Cable Company, Montreal.

the Association of a legal guarantee of £500 or £1,000 to safeguard Canadian shippers.

### SPECIAL NOTICE TO MEMBERS OF THE CANADIAN MANUFACTURERS' ASSOCIATION

The Canadian Manufacturers' Association has appointed Mr. S. M. Wickett, Ph.D., who is a member of the Executive Council, as special representative to THE YUKON to report upon trade conditions there, and to make arrangements, as far as possible, for Canadian firms to place their goods on that market.

Dr. Wickett will leave on the 15th inst.

He may be seen by the Quebec members at the Association office in Montreal on the 10th and 11th inst., and by other members at the Association rooms in Toronto, by arrangement with the Secretary, on any other date before the 15th inst.

### CANADIAN DEPOT IN BIRMINGHAM

A correspondent in Birmingham desires to engage actively in representing Canadian firms in that city. Providing he gets sufficient encouragement from Canadian exporters, he desires to establish a central depot



## THE MARITIME PROVINCES

The present era of prosperity has directed the attention of the world to Canada. The shining gold regions of the Yukon, the waving wheat fields of the Western Territories, the vast areas of fertile yet uncultivated soil in almost every direction, have at last attracted the admiration of the nations. Nationally we are developing with wondrous strides. Railways are being extended, canals deepened, and waterways improved everywhere, while as a manufacturing country, we are increasing our production by leaps and bounds. And amid all the progress no part of the Dominion is more worthy of notice than the provinces down by the sea.

To build up and develop the interior of our great Dominion is looked upon as the one problem before our people; but with this our opportunities for expansion are bound up in the use of our magnificent maritime advantages. We must not forget that our national highway to Great Britain and the East, which is capable of a faster service than any other route, lies in the seaports of our Maritime Provinces. Nor can we overlook the splendid development of industry which has brought Eastern Canada to be a factor in the world's supply of iron and steel, or the almost inexhaustible resources of forest and stream which mark the lower provinces as a natural centre for commercial strength.

All these interesting features are inviting the manufacturers as they assemble next month in an eastern city, and for this reason especially we present in this issue a mere glimpse of the beauties, the resources, the industries and the possibilities of Canada's Maritime Provinces.

## NOVA SCOTIA

NOVA SCOTIA entered Confederation under circumstances which for some time tended to make a considerable portion of the population hostile to Canadian union and indisposed to do anything to contribute to making the Dominion a success. The Union Act was passed against the wishes of the people, which wish was made strikingly manifest in the first general election of 1867.



HON. GEORGE H. MURRAY,  
Premier of Nova Scotia, (Photo by Gauvin & Grutzel,  
Halifax).

The consequence was a repeal agitation, which of course failed. This was repeated in 1886 and again failed, but during the first twenty years of the history of Confederation a considerable portion of the population disliked everything Canadian, and was not disposed to co-operate in any effort to secure more intimate trade or social relations. This feeling in Nova Scotia communicated itself

more or less to the Upper Provinces, and a feeling of distrust of Nova Scotia was not uncommon in the leading business centres of both Ontario and Quebec.

It was believed at the time of Confederation, that the taking down of the custom house between Nova Scotia and the other provinces of Canada would weaken the position of the wholesale merchants of Halifax and curtail their operations in distributing goods throughout the province. Events have shown that this fear was well grounded. Confederation also came almost simultaneously with the abrogation of the Reciprocity Treaty, the operation of which had been extremely favorable to the industries in Nova Scotia.

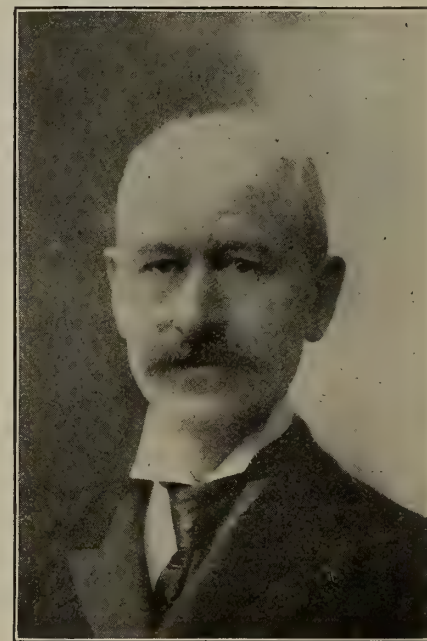
It is gratifying to know that at last this unpleasant feeling in respect to Confederation has almost completely died out and the true national Canadian spirit is as strong in Nova Scotia as in any other province in the Dominion.

For some years after Confederation, progress in Nova Scotia was not great, and this in spite of the fact that beyond all question this province possesses the greatest variety of resources of any province in Canada. This latter statement may be demurred to, but it is easily susceptible of proof.

Nova Scotia is easily surpassed by other provinces in the Dominion in many particulars. Ontario and Manitoba are far in advance of Nova Scotia in agriculture. New Brunswick, Ontario and Quebec are far in advance of Nova Scotia in lumbering resources; perhaps British Columbia is in advance of Nova Scotia in mining resources; certainly no province in the Dominion will lay claim to equality of resources in the matter of fisheries to Nova Scotia. And Nova Scotia has all these various resources in the aggregate.

The total value of the fishing product in

the province of Nova Scotia for the year 1901 was over seven millions of dollars; the value of the mining product was certainly not less. The lumbering product was very large and agriculture still is the occupation of a majority of the people; and Nova Scotia, although its shipping interests have been declining since 1878, has still the largest marine of any province in Canada.



HON. J. W. LONGLEY,  
Attorney General of Nova Scotia.

### PROGRESS SINCE CONFEDERATION.

With all these variety of resources it will naturally be a matter of surprise that greater progress has not been made since Confederation. This has been due, very largely, to a lack of personal initiative by the leaders of industry, and the lack of enterprise on the part of capitalists. The capital was naturally looked to to take the lead in such mat-



ters, and Halifax, which accumulated considerable of wealth before Confederation, in the fisheries and West India business, the value of which last has steadily declined for many years, found the changed conditions brought about by the abrogation of the Reciprocity Treaty in 1866, and the gradual falling off of the West India Trade, had more or less paralyzed the business men and they failed to respond at once by seeking new avenues of development and other sources of wealth.

The termination of the Reciprocity Treaty shut out our coal from the American market, and for years this industry languished and scarcely any profits were made by the mine owners.

The discovery of gold in the '60's was an important thing for Nova Scotia, and considerable gold has been taken out in the last forty years, although up to this date it can scarcely be said that more than one or two mines have been worked upon any scientific or systematic basis and, therefore, the industry was precarious.

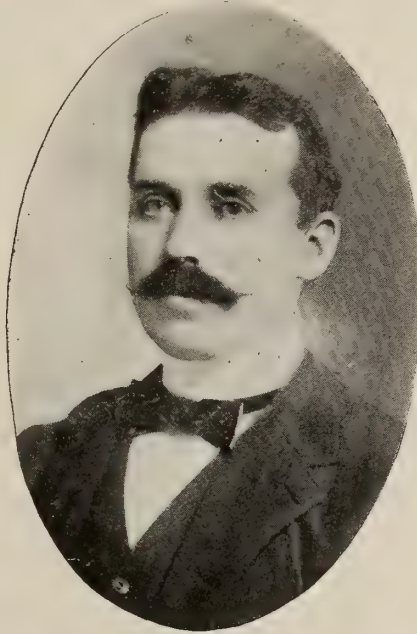
The fisheries, though large in the aggregate, were, until recently, productive of particularly small profit. When the West India market failed, prompt measures were not taken to secure other markets.

Agriculture has always languished, owing to the great variety of other resources which absorbs the attention of a very large proportion of the population.

To sum up—the great variety of resources in Nova Scotia for many years were lying dormant for lack of enterprise and capital in their development. Manufacturing was not developed to any large extent, and many of

the special enterprises that were created as the result of the National Policy resulted unprofitably, if not disastrously, to the investors in the first instance.

If making lumber properly comes under the head of manufacturing, then Nova Scotia has always had a considerable manufacturing industry in this line.



MR. ADAM B. CROSBY,  
Mayor of the City of Halifax.

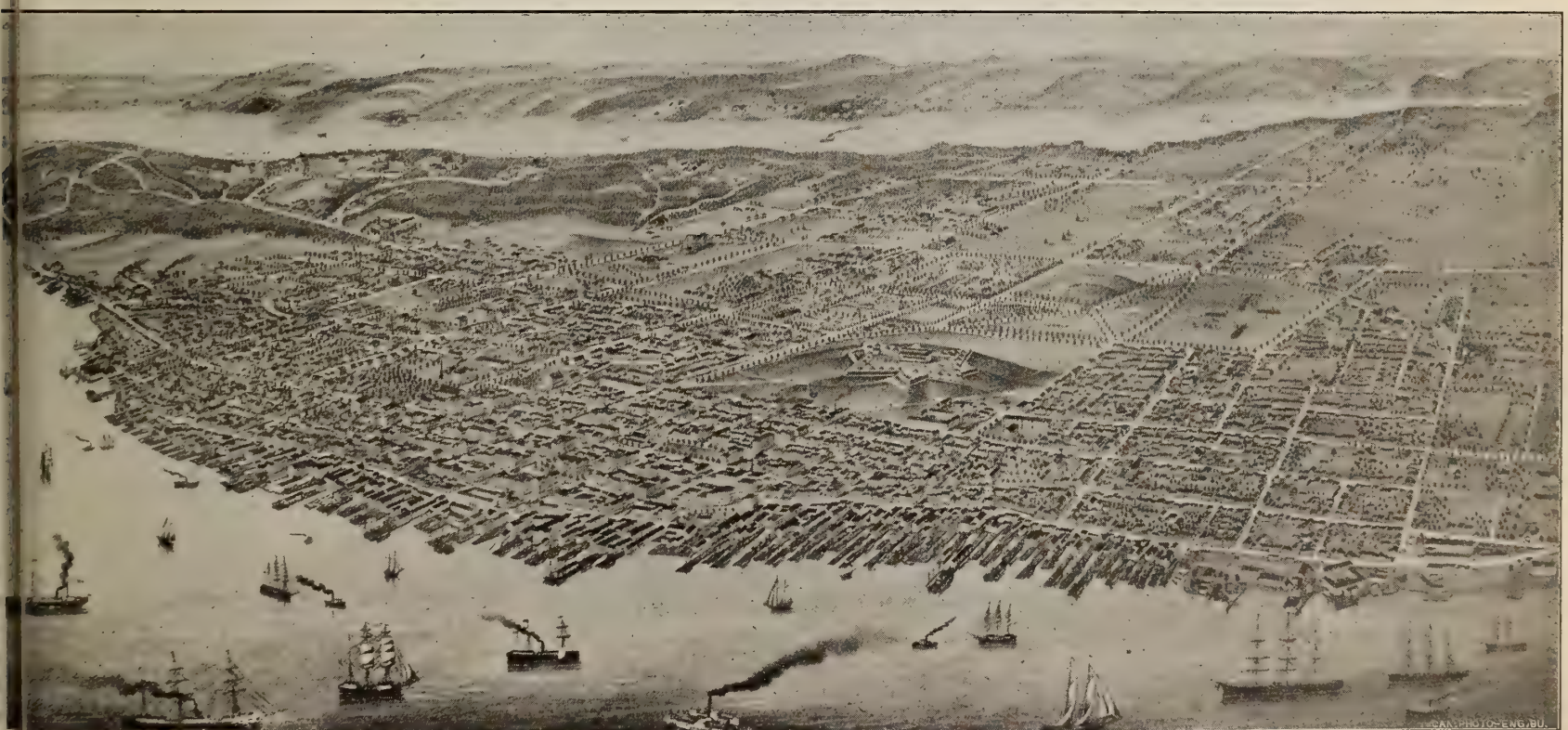
The cotton factory at Halifax and the cotton factory at Windsor, were not, in the first instance, profitable ventures, especially the first. The sugar refineries at Halifax and Dartmouth were both losing concerns for a number of years. Capital was sunk in these enterprises rather than more money

made. Coal mining languished; the iron industry was scarcely developed; gold was being mined in a crude and immature manner; agriculture was neglected; the fishing industry prosecuted without vigor and without great profit, the ship building industry was steadily declining in consequence of the substitution of iron ships for wooden vessels, and the lumbering industry itself, while prosecuted fairly well, was a limited industry because the forest lands of Nova Scotia are not extensive.

#### REAWAKENING.

In recent years a change for the better has occurred. In 1893 Mr. Henry M. Whitney, with other wealthy associates of the United States, conceived the idea of buying a number of coal mines in Cape Breton and consolidating them under one management, into a large coal enterprise. A special lease was obtained from the government of Nova Scotia on terms very fair to all parties, and, although the charter was made the subject of considerable absurd and alarming criticism, there was really no justification for this.

To develop a coal industry requires time. The Dominion Coal Company addressed themselves to the work of consolidating the mines, improving their machinery, enlarging their output and greatly increasing and improving the facilities for transportation. The result is that the output of the mines acquired by them has risen from a little over 700,000 tons in 1893 to 2,350,000 tons in 1901, and for the current year will exceed 3,000,000 of tons. Instead of injuriously affecting the other coal mines, most of the other mines have been steadily increasing



BIRD'S-EYE VIEW, CITY OF HALIFAX.



and the output of coal for Nova Scotia has grown from about one and a-half million tons in 1893 to between four and five million tons for the present year, 1902.

The introduction of large capital into Cape Breton by means of the Dominion Coal Company gave an impetus to industrial life generally throughout the province. The

Iron & Steel Company in Sydney for the location of one of the greatest iron and steel works in the world. The enterprise may now be said to be ready to begin active operations in the manufacturing of steel, including the making of rails and steel plates. Four blast furnaces are completed, immense coke ovens have been

Considerable money has been made in the stocks of these Companies, and the Nova Scotia Steel Company has already scored a great success in its more limited sphere of operations in New Glasgow, it is about to enlarge this by erecting other extensive works on the harbor of North Sydney. This last company has already acquired the valuable coal mines formerly owned by the General Mining Association of Nova Scotia and they will be prepared to carry on the manufacture of iron and steel on terms equally favorable with the Dominion Iron and Steel Company, and North Sydney, which has been rapidly growing for some time past, will also develop in conjunction with its sister town of Sydney Mines, into a great industrial centre, as it has been for a long time a great commercial and shipping centre.

The coal resources of Nova Scotia seem to be practically unlimited. Great Britain mines and sells about 225,000,000 tons per annum and at this rate must in the course of time exhaust the vast mineral wealth of the country. Nova Scotia has billions of tons of coal and the total output up to the end of the year 1901 was only 55,000,000.

It is not too much to expect that the Dominion Coal Company with the unlimited capital at its back, its exceptional facilities for mining and its convenient access to water, will soon have an annual output of not less than 10,000,000 of tons.

Scarcely a county in Nova Scotia but has immense deposits of iron. It is found in great bulk in the county of Cape Breton and very near to the Sydney works, and many large deposits have already been bonded by the Dominion Iron & Steel



LOOKING NORTH—BARRINGTON STREET, HALIFAX.

number of employees was greatly increased and the mining district of Cape Breton increased greatly in population and in the volume of trade.

#### IRON AND STEEL.

As a result of the successful operation of the Dominion Coal Company, Mr. Whitney, and most of those who were associated with the Dominion Coal Company, conceived the idea of forming a great iron and steel making industry on the harbor of Sydney, in proximity to the coal mines. The problem was carefully thought out. Dr. Gilpin, the Inspector of Mines for Nova Scotia, who is a very able scientific expert in regard to minerals, has intimated that there is more iron ore in Nova Scotia than there is coal to smelt it. A remarkable discovery of iron had been made in Newfoundland and the Nova Scotia Steel & Coal Company, which had erected smelting and steel works near New Glasgow, had acquired it. Believing that the vast deposit of ore at Belle Isle was more than was required for their own enterprise, they sold a portion of the deposit for \$1,000,000 to the Dominion Iron & Steel Company. As this iron can be mined with extraordinary cheapness, is of superior quality, and can be easily taken by water from the mine to Sydney Harbor, this formed a very excellent basis for the gigantic enterprise which followed. Probably not less than \$13,000,000 or \$14,000,000 have been spent by the Dominion

built and are in active operation; splendid steel works have been completed and the rolling mills are approaching completion.

The expenditure of this immense sum and the creation of this industry has raised Sydney from a town of two or three thousand to a city of ten or twelve thousand inhabi-



REGATTA ON DARTMOUTH LAKES ACROSS THE HARBOR FROM HALIFAX.

tants, which is likely at no distant date to develop into a city three or four times that size.

All Nova Scotia, and especially the city of Halifax, has felt the beneficial result of the development in industrial life, which these two great enterprises have inaugurated.

Company. Splendid deposits of ore are to be found in Antigonish and Guysborough counties and, perhaps, the largest body of all in the county of Annapolis. So no apprehension need be felt that any of these enterprises will fall through for lack of material. In addition to large areas of



coal in the county of Cape Breton other well known coal areas exist and are being successfully worked. In the county of Cumberland the Springhill mines have an output close upon half a million tons, and the Joggins mines are also obtaining an increased output. In the county of Pictou the Acadia and International Companies have large outputs. In the county of Inverness there is likely to be a substantial coal development. MacKenzie and Mann have built a railway from the Strait of Canso to Broad Cove and are developing a large and valuable mining property at Broad Cove which is expected to have a considerable output at an early date. Coal mines are also being developed at Port Hood and Mabou, and reports are rife that a strong company is being formed to work the Chimney Corner areas

#### GOLD

The gold resources of Nova Scotia are much larger than is generally known or understood. In point of output Nova Scotia stands well as compared with other provinces of Canada, excepting, of course, the Yukon district.

Last year the number of tons

crushed was..... 88,000 tons.

The total yield of gold..... 435,537 ounces.

The total recorded output of gold in Nova Scotia from its first discovery down to September 30th, 1901, was as follows :—

Number of tons crushed. ... 1 358,000

Yield of gold..... 751,265 ounces.

Value.....\$14,274,054

Nearly all this has been obtained from surface mining and it is only recently that a few mines have begun to carry on operations in a scientific manner. No doubt it is felt by all experts who have investigated the gold fields of Nova Scotia that if sufficient capital was obtained to secure scientific methods, that the output of gold could be enormously increased, and handsome profits steadily obtained.

Copper is found in large quantities in Nova Scotia, and some efforts have been made to smelt the ore, but nothing permanently successful has yet been achieved. There are indications, however, that the copper mines will be worked within a short time.

A fairly large plaster and gypsum trade is now in existence and likely to expand.

#### AGRICULTURE

Not unfrequently, at agricultural gatherings, at which reports of other provinces are presented, Nova Scotia is taunted with its failure to develop the agricultural resources of the country. The charge is true, but much can be said in extenuation. Nova Scotia does not produce its own food stuffs; in fact very little wheat is produced at all. It has been found, in the main, cheaper for Nova Scotians to import their flour from wheat-growing provinces than to raise it

themselves. It is also true that Nova Scotia does not raise its own beef. This we will remedy at an early date. Nova Scotia is also an importer of oats. This is preposterous, and should not be allowed to continue. But the answer to the taunt that Nova Scotia has not developed its agricultural resources to the same degree as Ontario and Manitoba and portions of Quebec, is that there have been so many other interests such as fishing, lumbering, shipping, coal mining, gold mining, etc., that attention has necessarily been withdrawn from the cultivation of the soil. Ontario and Manitoba would cut a small figure in the industrial life of the Dominion if it were not for agriculture. That is the backbone and chief source of these two great provinces, whereas, so

the Nova Scotia Fruit Growers Association; this has had an average of from 50 to 60 pupils since its establishment. Agricultural societies were formed and encouraged, and the Secretary of Agriculture, assisted by agents and officials of the Minister of Agriculture, for the last five or six years, has been holding farmers' meetings in every part of the province, bringing before the farmers the necessity for greater efforts, and at the same time conveying much useful information with regard to the methods by which agriculture could be developed. The result of the latest campaign is most gratifying. The number of agricultural societies in Nova Scotia in 1895 was 83, the number of members, 4,597; amount subscribed by the members \$5,356, and the amount con-



DRY DOCK, HALIFAX, (SHIPS OF 15,000 TONS HAVE BEEN REPAIRED HERE).

varied are the resources of Nova Scotia that it is not too much to say that Nova Scotia could flourish if the soil remained untouched by the plough. Nevertheless, almost contemporaneously with the impetus given to mining enterprises in Nova Scotia, the necessity for making better use of such agricultural resources as we have began to dawn upon the most progressive men of the province.

The Government, in order to encourage dairying, offered bonuses for the establishment of cheese and butter factories, and these were taken advantage of throughout the province. An agricultural school was established at Truro and a model farm was purchased and is now carried to a high state of efficiency. A horticultural school was also established under the auspices of

tributed to those societies by the Government \$8,000.

In 1901 the number of societies had reached 151, the number of members 8,500; amount subscribed by members, \$10,771. Amount contributed by the Government, \$10,000.

The Government also called into existence the Nova Scotia Farmers' Association, which meets every year in a central place in the province, and representatives of the agricultural class meet and discuss matters of interest to their profession and have an executive appointed to further the interests of agriculture during the year.

In 1901 135 agricultural meetings were held in the province.

A travelling dairy school was in operation last summer, holding an average of thirty



meetings in each county, exhibiting methods of butter making from hamlet to hamlet.

The Secretary of Agriculture has also been planting model orchards in different parts of the province, under government auspices. An annual Provincial Exhibition has been established by which about \$17,000 per annum is offered in prizes and at which all the great industries of Nova Scotia are efficiently represented.

In the Annapolis Valley, so called, apple raising has been developed into a great industry. Portions of the counties of Annapolis, Kings and Hants are within this fruit growing belt and the export of apples from that comparatively limited valley last year amounted to not far from \$1,000,000.

The acreage of apple trees is being in-

creased every year and as the quality of the fruit is the very best in America, the probabilities are that the increase in the fruit trade of the province will be steady and reach huge figures.

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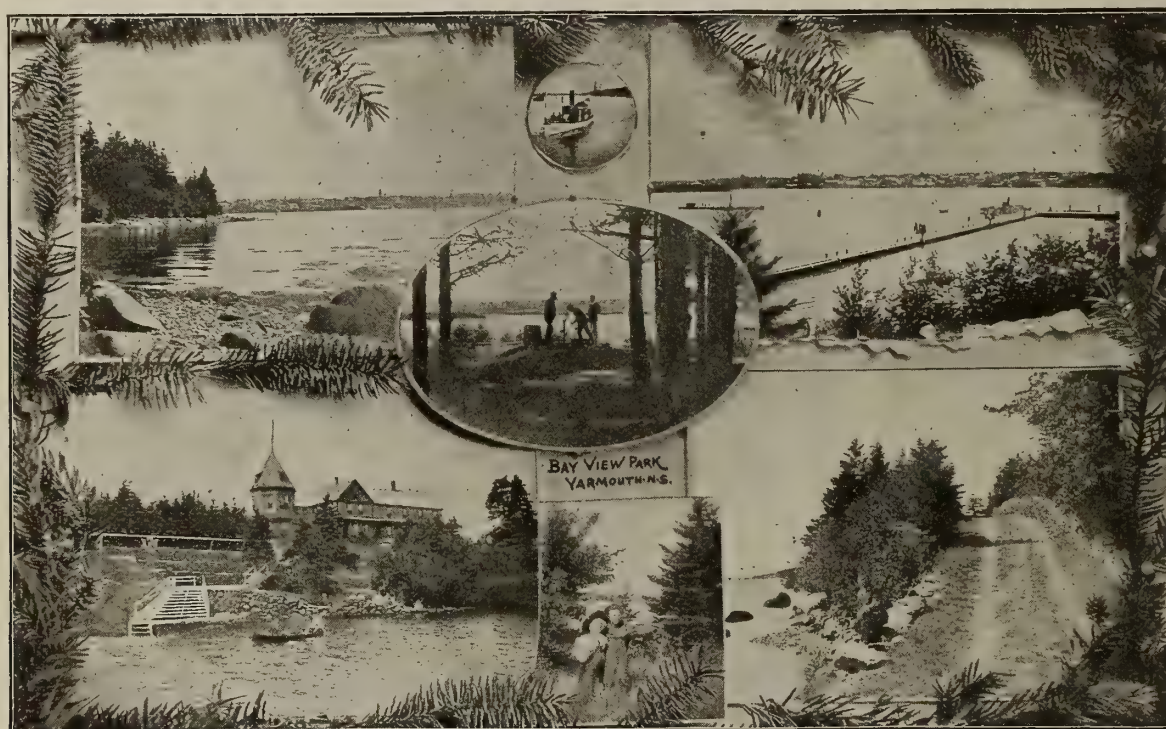
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Sydney at cheaper rates than in any other part of the world, it is not unlikely that some steps will be taken at an early date to establish a large steel ship building plant on Halifax Harbor. The City of Halifax has offered a bonus of \$200,000 to encourage such an enterprise and this has been supplemented by a grant of \$100,000 from the provincial treasury, and the town of Dartmouth opposite on Halifax Harbor has offered a further bonus of \$100,000 to the same end. Unquestionably no enterprise could be started in Nova Scotia which would be of greater value to the province than steel ship building, and it is one which all classes are very eager to see established.

#### FISHERIES

The shores of Nova Scotia are the best situated in relation to the fishing industry



BAY VIEW PARK, YARMOUTH, NOVA SCOTIA.

#### SHIPPING

Nova Scotia was formerly the greatest ship-building and ship-owning country of its size in the world. More than a dozen different shipyards in the province launched forth a splendid fleet of schooners, barques, brigs and ships, year by year. The changed condition of the shipping business of the world is well recognized, and for the last twenty years or more not only has the ship-building enterprise fallen off in Nova Scotia, but the number of tons of shipping owned by Nova Scotians has enormously decreased. To meet this serious drawback a proposition is now made that steel ship building should be carried in Nova Scotia. A careful examination into all the conditions makes it reasonably apparent that the facilities here are unsurpassed in the world and now that two large Steel Companies are in operation and steel plates are to be manufactured at

of any similiar piece of land in the world. The value of the fish taken in Nova Scotia is probably greater than any other industry. The export of fish is many times greater than the export of agricultural produce, but the fishing industry itself is not carried on to any extent in a systematic or scientific manner. The coast fisheries are well developed and the lobster industry has grown to such an extent that the export from Nova Scotia now must be at least a million dollars, and perhaps more. But deep sea fishing has not been prosecuted as it should. Halifax ought to be the centre of the fishing industry of Nova Scotia, and perhaps as much business is done in fish in Halifax as in any other town in Nova Scotia; but the largest fish business of the province is carried on in Lunenburg, where numerous vessels are being built and fitted out every

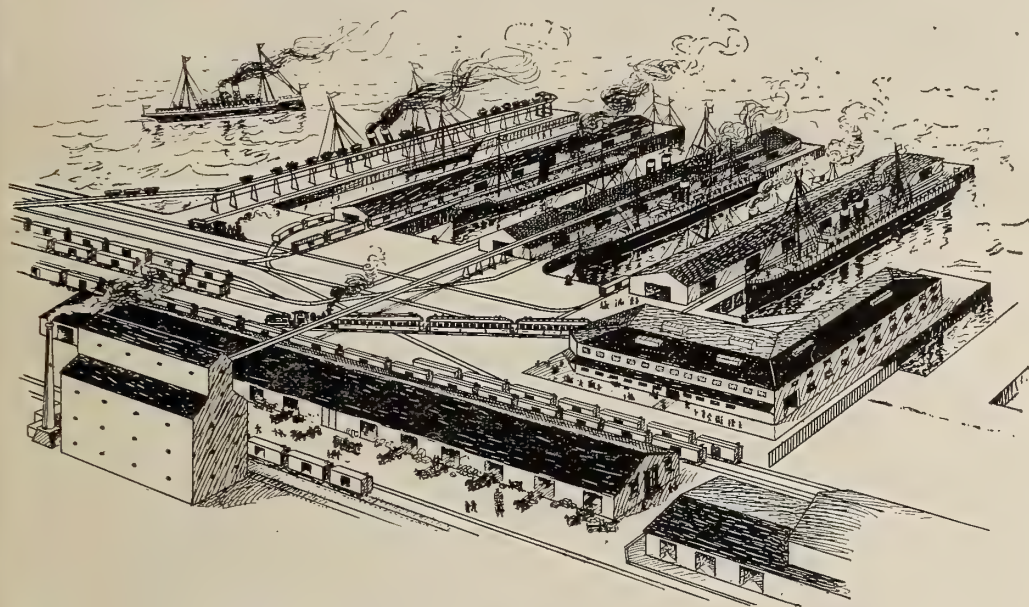
#### LUMBERING

It is not necessary to refer at length to



year for the fishing industry of Nova Scotia. The county itself is an extremely prosperous one and the town of Lunenburg is not only growing rapidly but increasing in wealth. Canso, Lockport, Arichat, Cape Island, Digby, Gabarous, L'Irdoise, Port Hood, Cheticamp, may be put down as the chief

and Lunenburg, between Truro and Windsor, between Springhill and Parrsboro, between New Glasgow and Sunny Brae, between Maccan and the Joggins coal mines, between Kentville and Kingsport, County of Kings, and between the Strait of Canso and Broad Cove in the



INTERCOLONIAL RAILWAY ELEVATOR AND TERMINAL FACILITIES, HALIFAX.

fishing centres of Nova Scotia. To these centres may be added the coast settlements where fishing is prosecuted during the whole season. If the same enterprise was infused into the fishing industry that characterizes the operations of Gloucester, the value of the Nova Scotia fisheries could easily be doubled, but it constitutes a large and lucrative industry in the province. Processes for drying and curing codfish, haddock, hake, &c., have been invented and are in operation in several parts of the province with considerable success, although many large fish dealers prefer the sun drying process.

#### TRANSPORTATION

Notwithstanding that the province is a peninsula, not over sixty or eighty miles wide on an average, and indented in all directions with bays and harbors, yet railway construction has been carried on to a considerable extent. The Intercolonial Railway runs from the border of New Brunswick to Halifax, from Oxford Station east to Pictou and New Glasgow, and from Truro east to New Glasgow, Antigonish and Cape Breton, constituting a complete trunk line to the extreme eastern part of the province and the Island of Cape Breton. The Dominion Atlantic has a complete railway line running from Halifax to Yarmouth. A contract has recently been entered into between the Government and Messrs. MacKenzie & Mann for the construction of a line from Yarmouth along the south shore of the province, and active operations on this line will soon be begun. A line of railway is already running between Middleton

Island of Cape Breton. A line is also in the course of construction between the Strait of Canso and St. Peters, another line from Middleton to Victoria Beach in the county of Annapolis is under contract. Propositions have also been recently made to the Government for the construction of a line from Halifax to

the ocean passenger traffic between New York and Liverpool, in the early days made Halifax either its terminus or point of call, and Sir Samuel Cunard, the founder of the line, was a Halifax man. At the present moment the great steamship lines from New York do not call at Halifax. There is a direct line of steamers between Halifax, St. John and London, the Furness line, and in the winter time the mail steamers call at Halifax when they are unable to reach the St. Lawrence ports. A great effort is now being made to establish a fast line between a Canadian port and the nearest available port in Ireland. If such a project is successfully carried out, it seems almost inevitable that Halifax should be the western terminus the year round. The tendency of course will be to desire such a line to go to Quebec or Montreal in the summer as this would land goods and passengers for Canadian centres of population nearer to such centres than at Halifax.

Nevertheless, the Intercolonial has now reached a high state of efficiency, and the Canadian Pacific run regular express trains daily from Halifax, and there seems no difficulty in securing rapid transportation for passengers, mails and freight to their destinations from Halifax.

The difficulties of navigation for most parts of the year up the St. Lawrence interpose obstacles in the way of rapid passenger transit, and it is not at all improbable that the passenger business of any fast line of steamers will operate to and from Halifax as a sort of ferry, making the journey in four or five days. Such a line would draw passengers in great numbers from the Eastern



PICTOU, NOVA SCOTIA, (INTERCOLONIAL ROUTE).

the Strait of Canso on the southern shore of the province, traversing East Halifax and Guysborough. When these lines are completed Nova Scotia will be covered with a network of railways.

Formerly Halifax was the western terminus of the ocean steamers. The Cunard line, which has now such a conspicuous place in

States, but of course these are problems yet to be solved, and nothing can be affirmed definitely as to how they are to be solved.

#### MANUFACTURES

The census returns indicate that Nova Scotia has a large number of manufacturing industries, but the fact remains that it is not



nearly so large a manufacturing country as it should be with the great facilities of coal and iron and the superior means of transportation which it possesses. The Dominion Steel and Iron Company is of course the greatest manufacturing industry that has ever been started here, or probably in any part of the country. The Nova Scotia Steel Company has already a large iron and steel making plant and this is to be increased by another and still larger plant at Sydney Mines, on the North Sydney Harbor.

Two large sugar refineries are situated at Halifax; a large cotton mill at Halifax and another at Windsor, a cotton duck mill in Yarmouth, woolen mills at Oxford and other places. Furniture manufacturing concerns at Halifax, Oxford Bass River, Windsor and other towns. Iron foundries for the manufacture of bridges, stoves, etc., in several parts of the province, a number of large shoe factories, pulp mills, and at Amherst extensive car works, carried on by the Rhodes, Curry Co., Ltd. Several large carriage factories are in operation, and many other establishments for manufacturing purposes I have no doubt overlooked, and some of a minor nature to which it is scarcely possible to refer in a limited article. Flour and corn mills are becoming established and in time it is not at all unlikely that the flour that is consumed in Nova Scotia will be brought in the form of wheat and ground in

the province, and possibly it may even be advantageous, owing to the near connection between Nova Scotia and Europe to grind a considerable part of the wheat designed for export to England in Nova Scotia. But no large development of this industry has yet taken place.

#### MANUFACTURING FUTURE.

Every rational man in Nova Scotia recognizes the supreme importance of securing the development of manufactures in this province. The rush of population will naturally be westward for some time to come, and natural products will have their greatest development in the vast areas of virgin soil that are only waiting for settlement in the great North West, and it is fitting and proper that Nova Scotia should occupy the same position from the manufacturing standpoint that New England, and especially Massachusetts and Connecticut occupy in respect to the United States. The formation of a branch of the Canadian Manufacturers' Association ought to give an impetus to the manufacturing enterprises in Nova Scotia.

#### UNITED CANADA.

A vast deal of money has been spent by the Canadian Government to overcome in some measure the natural impediments to trade and transportation between the Upper and the Maritime Provinces. The modes of transportation are now reasonably

good and are likely to improve in efficiency as the nation develops. The aim and object of all broad minded persons should be to obliterate, as far as possible, purely provincial interests and merge all efforts into the common aim of developing our national life in making Canada great, rich and prosperous, with high moral standards. It is not alone numbers that are to be sought after in building up a nationality but the moral fibre of the people. China exceeds all other nations in population but not in importance. Our supreme need is to retain our population and put an end to the system of emigration to the United States which has prevailed for many decades and to turn the tide of population northwards instead of southwards. This seems to be coming about in the natural process of events and one is quite safe in saying that at no previous period of our history have such large possibilities in the way of national development loomed up as at this present moment. Certain it is that with all the drawbacks that have been already referred to there never was a time when Nova Scotia enjoyed such a large degree of prosperity or when the prospects were so excellent for such a development of its great resources as would realize in some degree the fond dreams which have been cherished by its sons for so many years.

J. W. LONGLEY

## NEW BRUNSWICK

#### AREA AND POPULATION.

THE Province of New Brunswick contains fifteen Counties, comprising an area of about 27,322 square miles with a coast line of nearly 500 miles, containing many available harbours into which the splendid rivers of the Province, famous as sporting resorts, as well as important business centres, find their respective outlets. Its surface is sufficiently diversified to make it one of the most picturesque sections of British North America, and while the last census returns show only a very slight increase in the population, recording 331,093 in 1901 as against 321,263 in 1891, the record is at least comparable with the census returns for Ontario, and considering all the changes which have taken place during the last twenty years, and the very strong temptation to young Provincialists to seek fresh fields and pastures new, when things are not booking at home, there is really little reason for despondency, for the New Brunswicker has a deep rooted affection for his home by the sea, and when the tide of prosperity turns he also turns towards the land of bright sunshine, sweet autumn days, and clear crisp winters and the next census may have to record the return of many wanderers, as well as many new arrivals.



HON. L. J. TWEEDIE,  
Premier of New Brunswick, (Photo by Climo, St. John.)

#### TOURIST TRAVEL

Within the last few years much has been done to attract pleasure seekers to the province by the St. John Tourist Association. It is within easy reach of the crowded cities of the United States and the industrial centers of western Canada.

The province offers hundreds of attractive nooks with forests and streams as nature left them, but, better than all, it offers to the rest and pleasure seeker a temperature of an average mean during the summer months of about sixty degrees.

Although Fredericton, a bright town of about 7,000 population, beautifully situated on the St. John River, is the capital and seat of the provincial government, the business of the province centres in its seaport town of St. John. St. John has several thriving industries, and the activity of her business men to obtain its share of the shipping of Canada has not been without reward.

#### WINTER PORT

That St. John has, through the enterprise of its citizens, successfully established the fact that it is the available winter port of Canada, is a triumph over prejudice, for only a few years ago many of the critics, whose opinion was apparently worth considering, scoffed at the idea that regular steamship companies would peril their vessels by calling regularly at a port which was reported to be enveloped in fog about nine months out of twelve. However, in the face of all the discouragements occasioned by prejudice and adverse criticism, the citizens of



St. John have consented to tax themselves for the necessary improvements in the way of wharves, railway extensions and all the facilities demanded by steamship lines, before they will consent to make any port a regular port of call, and the Trade and Navigation returns show that during the month of March last the total exports from St. John amounted to \$1,414,003, as against the sum of \$1,109,612 shipped through all the ports of Nova Scotia, and with the terminus of the C.P.R., provided with a large grain elevator, capacious docks and plenty of water on the west side of the harbor, and the Intercolonial wharves, elevator and railroad tracks at two points on the east side, St. John is now well equipped for providing cargoes and giving despatch to the largest ocean going steamer afloat, and in spite of the mild criticism, that St. John had a very pleasant harbor, "when it was at home," it

the western provinces of Canada and those by the sea, a business revolution has taken place in the Province of New Brunswick, which, perhaps, has not been of as much immediate benefit to that Province as to those at the other end of the link. For at the time above referred to, New Brunswick was a more important manufacturing centre than during a considerable portion of the time between the date above referred to and the present moment. Then she supplied her local demands with many articles which are at this time purchased in the West, it being found impossible for local manufacturers to successfully compete with the products of manufacturing factories located in the more congested western sections, where skilled labor could be more cheaply obtained, and where the daily output was so much larger that the cost of production was less. Therefore the enter-

faithful customer of the producing centres of Ontario and Quebec.

#### INDUSTRIALLY—LUMBER.

The backbone of provincial business is of course the lumber trade, which is carried on with great energy by the numerous operators within the province, and the annual return in the way of stumpage for timber cut on Crown lands, forms the principal item of provincial revenue. This source of revenue is more or less variable, and will sooner or later diminish, as unfortunately the average operator does not systematically curtail his cut of timber to a limit which would represent an annual yield of his timber holdings or licenses under the Crown, but is influenced in the extent to which he carries on his operations more particularly by current prices, than a desire to "farm" his timber lands so to speak. Doubtless, however, as the timber reserves diminish, other sources



CITY AND HARBOR, ST. JOHN, NEW BRUNSWICK.

is now in fair condition to compete for the export trade with any other Atlantic Seaport.

#### POLITICALLY.

The governing body of New Brunswick consists of a legislative assembly composed of 45 members. Seven of these are members of the Executive Council, and Hon. L. J. Tweedie is at present Premier. The Province is represented in the Dominion house by fourteen members, the Hon. A. G. Blair, Minister of Railways, representing St. John. The present Lieut.-Governor of the Province is Hon. Jabez B. Snowball, who assumed office February of this year.

#### RESULTS OF CONFEDERATION.

Since the construction and opening of the Intercolonial Railway in 1876, which important work was undertaken in fulfillment of one of the conditions of Confederation, and a link thereby established which connected (entirely over Canadian territory)

prising business men of the province had to turn their attention to other fields of industry and enterprise, and have done so with so large a measure of success that the business of the province is year by year increasing, and with the development of the new industries which have replaced the old, a feeling of confidence in the future is gradually being created, and, unless the unexpected happens, a few more years will place New Brunswick in the front rank of Canadian provinces. At the same time, the feeling is strong that by Confederation and through the channels of transportation between the Upper and Lower provinces, the exchange of products has been very largely in favor of the Upper Provinces as compared with the Lower, there being very few of the natural resources of the Province of New Brunswick which can be placed profitably in the consuming markets of western Canada; whereas New Brunswick is a

of revenue will be developed, and if we can be influenced by the confident feeling and expressions of the business men of the Province of New Brunswick, that part of Canada has a bright future ahead of it.

#### BOX AND CEILING VENEERS

There are other important industrial enterprises connected with the cutting of lumber and timber to fill the various demands, and others now developing which will probably in time materially add to the wealth of the province, and give employment to her hardy sons. Pine and spruce lumber always find a ready market at current prices, and hemlock now has its own commercial value, but the demand for hardwoods, such as birch, beech and maple, has been variable and uncertain, and often stocks of hardwood boards and planks have been a drug upon the market. Lately a demand has arisen for veneers, which, when manufactured from New Brunswick hard-



wood, yields an article of this character which cannot be surpassed in quality and beauty. A fully equipped factory is now in operation, which turns out specially cut sheets for box making. The sheets are glued together with the grain of the wood in one sheet crossing the grain of its adherent member, thus preventing any possibility of warping or curling, and large quantities prepared in this way are shipped to Europe to be made into glove boxes. This veneer is also largely used for interior coverings of walls and ceilings, as a substitute for plastering, and the less artistic metal ceilings, and in this way a panelling effect is produced which is most pleasing and artistic. For door panels these sheets are also largely used

#### IRON ORE

Large deposits of hematite ore are found near Woodstock and limonite and bog ores

ton on the C. P. R. at the other, and the coal being of excellent quality for the purpose of producing steam, it is expected these two lines of railway will become available and provide close markets for a large portion of the output of the mines. The deposit is somewhat unique and peculiar, from the fact that it lies very close to the surface and is in thin beds only, being what is known as a "blanket formation," but by the use of special machinery and a system of trenching, it is believed it can be mined very profitably at the present price of coal, and that after development has taken place, and more experience gained, this deposit will be able to compete with older systems and established mines.

#### OIL WELLS.

The latest development is the realization of the confident expectations of some of the

good, as expert oil operators from Penna and Texas freely acknowledge that the samples submitted to them are superior to anything which the western and southern wells produce. This of course opens up a possibility of business development, the limit of which cannot be estimated, as continued successful operations would mean the establishment of refineries, pipe lines and tank steamers, which would at once add very materially to the labor requirements of the province, as well as bring into the provincial revenue so large an increase that the public needs could properly receive materially increased aid for improvement of roads, erection of permanent bridges, and subsidies to necessary railroads would be justifiable.

#### PLASTER AND GYPSUM

Amongst other New Brunswick industries



NEW BRUNSWICK'S GREAT INDUSTRY, LUMBERING AT MARYSVILLE, ON THE NASHWAAK.

are widely distributed but no serious development has been attempted.

#### COAL MINES

The Local Government of New Brunswick, which has now held office through several succeeding Premiers for a large number of years, has realized the necessity of encouraging the development of the natural resources of the Province. A change in the Mining Laws some years ago has resulted in active and energetic efforts to expose and operate any mineral deposits which the Province might possess, and which through lack of discovery had remained dormant. The coal fields of Queen's County, which have been worked in an intermittent and very small way, are now being developed by the construction of a line of railway, which will enable the coal to be transported to a point on the Intercolonial Railway at one end and to Frederic-

enterprising men of the province that New Brunswick possessed a source of wealth which had only to be tapped in order to demonstrate that if the coal areas of the province were limited, fuel in another form existed and could be made available, and with this in view, certain areas defined by local act have been reserved for the purpose of boring for oil, which work has been going on for three or four years past, and a number of wells made, several of which yielded oil; only a few days ago the first well was torpedoed with very favorable results, and authentic reports are now current that this well will yield from twenty-five to fifty barrels per day. The other borings will be treated in the same way, and it is confidently hoped and expected that the result will establish the fact beyond question, that the Province of New Brunswick is rich in oil bearing sands. The quality of the oil is

is one which perhaps shares more largely in the opportunity of mutual business exchange between the Upper and Lower provinces brought about by the construction of the Intercolonial railway and the C. P. R. extension to St John, viz.; the manufacture of plaster of Paris from native gypsum deposits. These are well known and the quality of the plaster made at the mills at Hillsborough, in Albert county, is recognized in the critical markets of the United States, and in spite of a duty of \$2 25 per ton on the manufactured article, as against fifty cents per ton on crude gypsum, considerable quantities of manufactured plaster are each year exported to Boston, New York and Philadelphia, while the export of crude stone from the quarries to points in the United States on the Atlantic seaboard amounted in 1901 to about 95,000 tons, and about 40,000 barrels per year of manufactured plaster is shipped



over the I.C.R. to points in Canada between Quebec and Vancouver, B.C.

#### SHIPBUILDING

Shipbuilding, which used to be a very important industry in the Province of New Brunswick, is now, owing to the decline of the wooden sailing ship, almost a dead issue. Only here and there along the coast is there to be found an occasional schooner on the ways, intended for the coasting trade, but it is expected that ere long steel shipbuilding will have taken the place of the

John, that in view of the importance of St. John as the winter port of Canada, convenient opportunity for the docking and repairing of ocean-going steamers should be possessed by the port.

#### FISHERIES

Next to the lumber industry in importance ranks the fisheries, which cannot be surpassed. From the head of the tide to its sources, each river offers sport and a heavy creel to lovers of the gentle art, and during the pleasant summer months many beauti-

man tends his nets, or plies his perilous trade amongst the waves, and though rarely accumulating a fortune as a result of his life's work, he lives a happy and contented life and ranks amongst the best of the citizens of the province.

The value of the fisheries last year was \$3,769,700. The principal kinds and value are : herring, \$919,600 ; lobsters, \$506,300 ; smelts, \$393,150 ; cod, \$345,618.

#### COTTON

There are five large cotton mills in the province at present in operation, one at Moncton, two in St. John and one each at St. Stephen and Marysville, the latter having been established by Mr. Alexander Gibson, the lumber king of the Nashwaak.

#### FARMING

There are large tracts of land in New Brunswick suitable for farming that are not yet taken up, although the Government offers this land to settlers on very reasonable terms. Some of the products of the farm last year were : wheat, 478,800 bushels ; buckwheat, 1,479,400 bushels ; barley, 99,500 bushels ; oats, 4,944,900 ; turnips, 2,099,900 bushels.

#### CHEESE AND BUTTER

The people of the province have also been encouraged to establish cheese and butter factories, and a system of bounties to encourage this has been very helpful, and the fullest anticipations have been realized.

#### SONS OF THE PROVINCE

Canadian history will have to record the sayings and doings of many distinguished sons of the province of New Brunswick, men who have actively battled for their respective political parties and to sustain their business positions, and many of those who have passed away have left behind them records as brilliant as the brightest from any of the Confederated provinces of Canada, and to-day there are in Parliament, and in private life, New Brunswick men who are qualified to well sustain the claim that these



THE BORE, PETITCODIAC RIVER, MONCTON, NEW BRUNSWICK, (INTERCOLONIAL ROUTE).

construction of the more perishable wooden sea-going vessel, and this anticipation will certainly be realized with the construction of the dry dock at the Port of St. John, which scheme has for some years past been so ably and energetically urged on both sides of the Atlantic by the ex-Mayor of the city of St. John, Mr. George Robertson, M.P.P. This project has been aided by the local government as well as by the Dominion government, in response to representations made by the people of St.

John, that in view of the importance of St. John as the winter port of Canada, convenient opportunity for the docking and repairing of ocean-going steamers should be possessed by the port.

ful camps are occupied each year by sport loving visitors from the stifling cities of the United States, who prefer the soothing sound of the rapids to the roar of the elevated railroad or the hum of the street cars. As these preserves are carefully guarded, lucrative employment is given to many of the up-river settlers as fish wardens, canoe-men and attendants at that time of the year when seeding is over and harvest not yet at hand. In the lower reaches of the same rivers and far away off at sea the hardy fisher-



THE BRIDGES AT THE REVERSIBLE FALLS, ST. JOHN, NEW BRUNSWICK.



men by the sea are physically and intellectually able to hold their own in the race for success and distinction.

#### CLOSER UNION,

There may be great things in store for this province in the future, and it would be well if those of the West knew more of these of the East, for the business men and manufac-

turers of each quarter of Canada should be in closer touch; correspondence will not bring about that feeling of trust, confidence and mutual respect, which personal acquaintance produces, and through the medium of organized business associations, which incidentally bring them together once or twice a year in convention for the discussion of

serious business problems, more lasting and permanent inter-provincial trade may be created than can be brought about by a small army of commercial travellers in a year of hard work.

"Let us assemble."

## PRINCE EDWARD ISLAND

PRINCE Edward Island was called by Champlain Pile St. Jean and for two hundred years down to 1800 it kept that name either in the French or English form.

In 1764 the island was ceded to the English, but not till the year above mentioned did it receive its present name in honor of

ice which sometimes covers the straits. The area of the island is about 2,000 square miles. The soil is sandy but of a very productive nature. Nearly all of the land is suitable for cultivation, there being not enough rock for building purposes and but little swamp to be found.

cattle and horses are a considerable item of export.

The dairying industry has been carefully fostered and in 1900, 4,431,739 lbs. cheese and 123,052 lbs. butter were manufactured.

Besides butter and cheese the output of manufactured goods is small as yet, but even now there are many thriving industries. Among these might be mentioned starch and soap factories, tanneries, woolen mills, canning factories for meats and fruit, etc.

#### GOVERNMENT AND POPULATION

The island entered confederation July 1, 1873, and was the last province to do so. It is at present represented in the Dominion House by 4 members in the Senate, and 5 in the House of Commons.

The Provincial government consists of a Lieutenant-Governor, Hon. P. A. MacIntyre, a council of 20 members and a Legislative Assembly of 38 members. At the present time Hon. D. Farquharson is Premier of the province.

The province, although the smallest as to size in the Dominion is the most densely populated. The population in 1901 was 103,300, divided urban and rural in the percentage of 12 to 88, and being 51.6 to the square mile. In density of population Nova Scotia comes next with 22.3 to the square mile, while the Dominion as a whole has only 1.7.

Charlottetown, with a population of 12,100, is the largest city and the capital. It has a fine harbor, opening into Hillsborough Bay, and when seen from the water the city makes an especially fine appearance, built as it is on land which has a height of about 50 feet above the tide near the shore, and rises to three times that height at the rear of the city. The towns next in importance are Summerside and Georgetown.

Prince Edward also has more miles of railway proportionately than any other province. It has 209 miles, which means a mile to every 9.52 square miles of area; Nova Scotia comes next in this respect also having a mile of railroad for every 21.80 square miles of area.

The revenue of the Province of Prince Edward Island in 1901 was \$309,445, \$196,931 of this being made up by the annual Dominion subsidy. The expenditure was \$315,326. \$162,215, or about one-half of the total expenditure, was spent on Education.



THE SQUARE, CHARLOTTETOWN, PRINCE EDWARD ISLAND, (INTERCOLONIAL ROUTE).

Edward, Duke of Kent, father of the late Queen.

#### GEOGRAPHICALLY

The first reports that came to Europe about the island were far from encouraging. It was described as a heap of sand, rock and swamp. Whatever the first impressions may have been, the island now is familiarly known as the Garden of the Gulf. The island is beautifully anchored in the Gulf of St. Lawrence, separated from New Brunswick and Nova Scotia by the Northumberland Strait.

Steamers are running continually from Pictou and Point du Chene to Charlottetown, Georgetown, Montague and Murray Harbor. Georgetown is the winter port of the island, and during the season of ice the steamers Stanley and Minto run from there to Pictou. These steamers are powerfully built and are famous for the way they crush through the

#### INDUSTRIES

A small fertile island must necessarily have for its industries fishing and farming, and so it is with Prince Edward. The fisheries are very important, averaging more than \$10 per year per capita of population. In 1885, the value of fisheries was \$1,293,400; in 1890, \$1,041,100; 1895, \$976,800; and in 1900, \$1,059,200. Lobsters and cod are the more important kinds. The value of cod in 1900 was \$155,000, and lobsters \$445,400. In the island's lobster industry in 1900 there were 246 factories employing 3,184 persons. There were 2,223,712 one pound cans put up, valued at \$444,700.

The farming interests are, however, the mainstay of the island, the soil being wonderfully productive. Prince Edward Island oats are the best oats grown on this continent and Island potatoes too cannot be beaten. Live stock thrives, and sheep,



The imports of the Island last year were \$526,617, the exports \$681,403, giving a total trade of \$1,208,020 or about \$12 per capita, which is only about one-sixth of the per capita trade of the Dominion.

Prince Edward is a beautiful spot for a summer tourist, and has numerous delightful resorts. The whole island is true to its name and is a garden from end to end. Oyster shells are used in vast quantities as fertilizing material. They are dug in the form of what is known as mussel mud, from the fact that there is a deposit of mussel shells on the top. Beneath, however, are layers upon layers of dead oyster shells, sometimes to a depth of twenty feet, the accumulations of a long period, and so brittle that they readily become pulverized when spread on the land. This mud is within easy reach of all and there seems to be no limit to the supply. It is largely by aid of this natural manure that the island raises such crops of potatoes, oats, etc.

We can do no more in concluding this short account of the Island province than say that it is a fair and flourishing country, prosperous with its fishing and agricultural pursuits and caring but little as yet for the hum and bustle of manufacturing institutions

### METRIC SYSTEM

The report of the Decimal Association published June 4th shows a constantly growing desire for the adoption of the Metric System of Weights and Measures.

British Consuls abroad continue to dwell on the importance of its adoption. The Consul at Dunkirk says "Its introduction would, I think, help our manufacturers to hold their own in the increasing competition for trade, for buyers are much annoyed when they have to convert their orders from the Metric System to our complicated Weights and Measures. From Brazil comes "Our travellers are handicapped at the start by our system of Weights and Measures." From Chili: "Without a perfect understanding of the metric system we are poorly equipped for attacking foreign markets."

Lord Kelvin summarized his views when giving evidence before the Committee on Coinage, Weights and Measures at Washington as follows: "If there is not work enough, and you want to increase the labor of the business office, you cannot do better than use the British system of Weights and Measures. I believe I am not overstating the facts when I say that one-half the time employed by clerks and draftsmen in engineers' and surveyors' offices is entailed upon them by the inconvenience due to the present system of Weights and Measures."

The progress of the movement in Australia, Cape Town, Canada and India is very noticeable. In England 266 members of Parliament are actively identified with the adoption of the system.

### THE AUSTRALIAN TARIFF

In October last the first Federal Government of the Australian commonwealth submitted to the House of Representatives the proposed Federal Tariff. The Government with Mr. Barton at its head had no easy task to perform when they started to build up a schedule of custom duties that would suit the several different colonies, holding as they did views extending all the way from extreme free trade to extreme protection.

The tariff as submitted was a high one which naturally was distasteful to the free trade element. The result has been that it has been before the Committee of the House for over six months. Before finally settled it has yet to pass the Senate. The Senate is in a special sense the guardian of State rights and there have been some loud complaints from certain of the states regarding the way

20% to 15% ad valorem. So many reductions and changes have been made as to draw from Sir Edward Braddon the remark that had the committee continued its labors a few weeks longer they would have resulted in making it a free trade house.

While this extended discussion has been going on the commercial interests have been suffering as they always do in times of doubt as to tariff matters. The tariff is yet a high one, but the people as a rule would prefer to accept it without further changes, rather than continue under the unfavorable condition of a doubtful tariff.

### PREFERENTIAL DUTIES

It is interesting to note that the tariff is one which would lend itself readily to a preferential basis. A preference on British goods of say one-third, would not bring the tariff down so low as to antagonize the pro-



SOURIS, PRINCE EDWARD ISLAND, (INTERCOLONIAL ROUTE).

in which their rights have been trenched upon. The Senate cannot amend but it can suggest and the attitude of the Senate is anxiously waited.

### SOME CHANGES

The tariff now has been changed so much that it would not be recognized as anything likely to be resolved out of the proposed tariff as recommended by the Government. The proposed tariff was published in the November 1901 issue of "Industrial Canada" and the amended tariff shall be given in our columns as soon as it has passed the Senate.

Some few of the proposed changes are as follows: Biscuits reduced from 1½d. to 1d. per lb.; cocoa and chocolate, ground or manufactured, from 2d. per lb. and 15% ad valorem to 1d. per lb.; vegetables, dried, from 20% to 15% ad valorem; on tea a proposed duty of 2d. and 3d. per lb. and 20% ad valorem has been struck out altogether; blankets, rugs, carpets, &c., reduced from

tectionists and would be a considerable step towards the contentions of the free traders.

### INDIA AS A MARKET.

Among the markets which the Canadian exporter has before him, possibly there is none that he has studied less than British India. Conditions in India are such that it is scarcely probable that, for some years at least, the market will be a very promising one for Canadian manufacturers. However, vigilance is often the price of success, and India as a sister colony, will doubtless reciprocate any attention shown her by Canada. The imports of foreign merchandise for the year 1900-1901 amounted to \$244,089,232 of which 63.8% was contributed by Great Britain, and the remainder divided almost equally between Austria, Russia, Germany, China, Belgium, France and the United States.

We have received an interesting letter



from an importing and exporting firm in Ahmedabad, Bombay, describing the state of trade and the business methods in India. Business is all done on a commission basis and exports largely consist of hides, sheep and goat skins. There are good banking facilities and business is done by the bank being instructed by correspondent to purchase draft against bill of lading.

Prospects for Canadian goods are gone into carefully. Imports of butter and cheese are not large and are at present supplied by Denmark and Australia. Trade in bacon, hams and dressed meats is not worth bothering with. Canned fruits and vegetables are used considerably by the European population but are too expensive for the natives. In biscuits the trade is considerable, being at present in the hands of Huntley, Palmer and Peak.

There is a large business done in whiskeys and beers with numerous brands on the market and a good business can be worked up. Cheap tobacco comes from United States and better lines of tobacco and cigarettes from Egypt.

India is a wood producing country and there is no importation of sawn lumber or wood pulp. Paper is imported in larger quantities from Austria and Belgium, but with competing prices a good trade can be worked up. No wall paper is used. In furniture the business is small but with show rooms some business could be done with the richer classes.

A large business is done in matches, but is at present controlled by Sweden with Japan as a new competitor.

At present there is no demand for interior decorations, sanitary woodwork, undertakers' supplies, musical instruments, wooden ware and wood specialties.

In vehicles there is a growing trade, the Indians having taken to bicycle riding, and there is now a good demand for both carriages and bicycles.

There is a good business in the lines specially suited for cotton spinning and weaving mills, cotton presses and grinding factories. Machinists stock small parts in India, and large equipments are ordered out from England. All details can be given if desired.

In asbestos there is a good trade and Austria supplies much enameled ware.

Boots and shoes are imported in large quantities from England and Austria.

A large part of this business is done on credit. German, Austrian, Greek and English houses all sell their goods with credit arrangements and at credit prices.

We will be glad to furnish the address of this firm to any of our members. They are particularly anxious to export sheep and goat hides to Canada.

## WEST INDIES MARKETS

Demerara market report, June 4th, gives the following, Cheese "American," gone out of use, 16c. no demand; Canadian now wanted. Dutch Gonda, 18c. Flour, extra, \$5.75 to \$5.90 (St. Lawrence, \$5.90), and No. 2 extras to \$5.15 and \$5.25. Supers, \$4.90 to \$5.10, Canadian No. 2 extras at \$5.25 to \$5.35.

Trinidad market report May 21. Supplies of English blue, mottled and brown soaps are still small and for some time past the demand has been partly met by imports from America and Canada which are gradually gaining favor.

Flour—Supplies of American Flour are much reduced, and the market has been almost cleared of Canadian Brands.

## NEW ZEALAND TRADE

Mr. Th. de Schryver, who is at present in Canada and is accompanied by his wife, is having an exceedingly successful business trip. Encouraged by the firm hold Canadian goods have already secured on the New Zealand market, he is increasing his representation and will carry several new lines. Mr. and Mrs. de Schryver sail for home on July 24th, and will leave Toronto about the 15th inst. They have made many warm friends in Canada, who will look forward eagerly to their next visit.

## DRINKING WATER FOR WORKMEN

The following brief article from a recent issue of the "Iron Age," may be of some practical benefit to Canadian Manufacturers:

B. F. Avery & Sons of Louisville, Ky., describe as follows their experience in furnishing prepared drinking water to their workmen during hot weather, especially those employed in their forging, foundry and other departments where there is intense heat. They take stone jars or kegs holding about 10 gallons of water, filled with water and a small quantity of ice, pack the jar in a barrel with sawdust between the inner and outer vessels. Thus the water is kept cool with a minimum of ice. Each morning they place about  $\frac{1}{2}$  pint of oatmeal, rolled oats, or any other form of crushed oats in the water. This crushed oats thus used makes the water a remarkable thirst quencher. During the several years that they have thus provided drinking water they cannot recall a case of heat prostration or illness due to excessive drinking of water by men employed in their shops, where the heat is great. They also find that this water reduces the appetite for intoxicating drinks, and in general the effects are so excellent that their men are telling it to workmen in other shops and cities. The jar should be emptied and thoroughly cleansed

every morning, as the oatmeal sours over night, and, of course, the drinking cup also ought to be scalded and scoured for obvious reasons each day. They believe the water should be drawn from a spigot, as, of course, from a sanitary view the use of a dipper in the top of a jar is not as it should be, but the oatmeal clogs the spigot or strainer leading to a spigot. It has contributed not only to the comfort of the men, but also permitted them to continue at work when the heat might otherwise have prevented, and has greatly reduced the temptation of the men to seek intoxicating cooling drinks. For a few days the oatmeal flavor may not be relished by all of the men, but very soon they find it palatable and are delighted by the relief afforded.

## TRADE NEWS

Mr. John J. McGill, the esteemed Quebec Vice-President of the Association, has resigned his position as general manager of the Canadian Rubber Company of Montreal. Mr. McGill's intentions are not yet known, but his many friends in the Association wish him continued success.

It is interesting to note that four new armoured cruisers constructed for the United States navy, each of which is to be supplied with engines of 23 000 I. H. P. and H.M.S. King Edward VII., and another ship of the same class, with engines of 18,000 are to be fitted with the Babcock and Wilcox Patent forged steel water tube boilers.

The McAlpine Publishing Company, Limited, of Halifax, N.S., have under way a work entitled "Canada's Greatest Manufacturers" which they intend to distribute the world over wherever the publications entitled, "Britain's Greatest Manufacturers" and "America's Greatest Manufacturers" have been distributed. Mr. Charles D. McAlpine will call personally upon the manufacturers of Canada with reference to the company's new publication.

The Association Offices have had the pleasure of receiving a number of foreign visitors during the past month—prominent among them being—Mr. David E. Theonim, President of the New Zealand Chamber of Commerce; Mr. Couradin F. Just, of the Canadian Government Offices, London; Mr. S. H. Howie, of Auckland, N.Z.; Mr. James Moir, of Kimberley, South Africa; Mr. Geo. H. Anderson, of Elgin, Scotland; Mr. E. P. Capper, of Sydney, N.S.W.; Mr. T. Bunting, of Christchurch, N.Z., and Mr. Howard E. Case, of New York. Letters have been received from a number of these gentlemen since leaving Canada, expressing the warmest feelings of friendship towards Canadian manufacturers, and acknowledging the assistance rendered them through the Office of the Association.



# FOREIGN TRADE NEWS.

## TRADE ENQUIRIES.

*NOTE.—For further information regarding any enquiry mentioned on this page, or the names of enquirers, apply to the Secretary, at Toronto.*

**Agencies**—A firm in Belfast, Ireland desires to represent on commission cheese and flour exporters.

A firm of commission and shipping agents in Vancouver, B.C., asks for catalogues and price lists and other information relative to the following articles: Marine mining, mill and electric machinery, fittings and furnishings, iron fencing, school furniture, fire appliances and oils. Good references.

A firm with headquarters at Brussels, long established and proved by the best of references, wishes to act as importers and representatives for Canadian industrial articles on the European market. They would like to open communication with any firm desirous of extending its trade relations there.

A merchant with a business established in Sydney, Australia, who already represents some Canadian firms, will be in Canada during the month of July and desires to secure further agencies for that market.

**Artesian well supplies**—An enquiry has been received for Canadian manufacturers of Artesian well supplies and machinery. These goods are for a well established Canadian company.

**Asbestos**—A firm in Manchester, England, desires to be put in touch with an exporter of asbestos.

**Bacon**—A firm in Paris, France, carrying on a wholesale and commission business, desires to push Canadian products in France, and wishes to be put in touch with manufacturers of the above.

**Biscuits**—A firm in France, carrying on a wholesale and commission business, desires to push Canadian products in France, and wishes to hear from manufacturers of biscuits.

**Bristles**—A firm in London asks to be put in communication with firms exporting Hog bristles for brush makers.

**Brush Stock**—A firm in London desires to hear from manufacturers of wooden stock, plain or japanned, suitable for various kinds of brushes.

**Canned Fruit**—A firm in London desires communication with Canadian fruit canners or other allied products desiring representation in London. References will be given.

**Carbide of Calcium**—A London, England, firm desires to correspond with manufacturers of the above

**Ceiling Boards**—A firm in Bombay, India, desires quotations f.o.b. port, or c.i.f. Bombay. They do business on a basis of cash against documents and ask for quotations on white pine ceiling boards, tongued and grooved, of different dimensions, in lengths of 8 feet and up, and also for pine boards without being tongued and grooved.

**Cereals**—A firm in Paris, France, carrying on a wholesale commission business, established in 1901, sending good references, desires to push Canadian products in France and wishes correspondence with manufacturers of the above.

**Chair Seats**—A wholesale firm of Newcastle-on-Tyne desires quotations per gross c.i.f. Newcastle-on-Tyne for chair seats of veneer, etc. At present they import these from Sweden and United States.

**Cheese**—A firm in France doing a wholesale commission business desires to push Canadian products in France, and wishes to be put in touch with manufacturers of cheese.

**Chimney Pieces**—A Hull, England, firm desires to get in communication with shippers in Canada of wood chimney pieces.

**Excelsior**—A London firm asks to be put in communication with Canadian manufacturers of excelsior, who are in a position to export.

**Fish**—A Paris wholesale commission firm, sending good references, wish to be put in touch with Canadian firms in a position to export fish.

**Flour**—A firm in Aberdeen desires to be put in touch with a flour exporter. Terms on which they import are C.I.F. Aberdeen or other convenient port. The firm has been established thirty-five years.

**Flour and Hay**—A firm in Cardiff, Wales, desires to represent exporters of flour and hay or similar products in that district. There is at present a direct steamship service from Montreal and Quebec to Cardiff. A charge of 5% for invoices under £50 is proposed. The firm has had long business experience.

**Furniture—Knockdown**—A Nottingham wholesale furniture firm wishes to correspond with a Canadian shipper of furniture wood in a knockdown condition, such as legs, splots, etc.

**Hardware**—A wholesale and export firm in London are prepared to undertake the sale of small articles of domestic ware, especially in the hardware line, for Canadian firms.

A firm in Manchester, England, established 34 years, desires to represent Canadian manufacturers of hardware, who are in a position to export to Great Britain.

**Pine Wool**—A firm in London asks to be put in touch with manufacturers of pine wool. The material at present is imported from the States and made from the needles of the pine, and used for upholstery purposes.

**Ropes, Manilla and Other**—A firm in Constantinople, with long experience in that market, and who says there is considerable trade in manilla and other ropes, desires to represent Canadian manufacturers.

**Vegetables, Canned**—A firm in Paris, France, carrying on a wholesale commission business, established in 1901, sending good references, desires to push Canadian products in France, and wishes correspondence with manufacturers of the above.

**Wood for Whips**—A wood manufacturer in Walsall asks for names of Canadian shippers of wood suitable for the purposes of whip making.

**Wood Pulp**—A firm in Manchester, England, desires to be put in touch with an exporter of wood pulp.

## Correspondent Members

### CANADIAN MANUFACTURERS' ASSOCIATION

The following have been officially appointed correspondent members of the Association for the districts named. The appointments were made only after the executive were assured as to the reliability and good standing of the parties, but no liability is assumed by the Association. They will furnish free to members preliminary information with reference to the markets in which they are situated.

#### AUSTRALIA—

Brisbane, Queensland—D. H. Ross.  
Sydney, New South Wales—Charles Dobson, Strand St.  
Melbourne, Victoria—William McLean, 107 Elizabeth St.

#### BELGIUM—

Emile Pauwaert, Ghent, Belgium.

#### BRITISH WEST INDIES—

Barbados—C. D. Davies, Bridgetown.

#### CAPE COLONY—

Moffat, Hutchins & Co., P.O. Box 185, Cape Town.

#### CURACOA—

South America—Jacob Jesurun, H. M. Consul.

#### GREAT BRITAIN—

Harrison Watson, Curator Canadian Section Imperial Institute, Imperial Institute Road, London, Eng.

#### GERMANY—

Henry Becker, 45 Huhnsgrasse, Cologne.

#### NEW ZEALAND—

Th. de Schryver, Auckland.

#### TRANSVAAL—

J. W. Taylor, 10 Exploration Buildings Johannesburg.



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Authorized Capital, - - - - - \$2,000,000  
Paid-up Capital, - - - - - 1,300,000

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### President:

H. S. HOLT, Esq., MONTREAL.

### Vice-Presidents:

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JAMES CARBUTHERS, Esq., MONTREAL.

### Directors:

A. A. Allan, Esq., Toronto Arch. Campbell, Esq., M.P., Toronto  
Hon. Peter McLaren, Perth, Ont. Hon. Donald McMillan, Alexandria, Ont.  
Jno. Pugsley, Esq., Toronto Henry R. Wilson, Esq., New York  
D. M. Stewart, General Manager.

### Branches:

Amherstburg Exeter Montreal Mount Albert Newmarket Ottawa  
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Accounts of Merchants and Manufacturers opened on the most favorable terms.  
This is the only Bank with Executive Directors in Toronto and Montreal, which fact INSURES  
PROMPT ATTENTION to all matters of business arising at these points.

## PEOPLE'S BANK OF HALIFAX

INCORPORATED 1861

Capital \$700,000. Reserve \$280,000.

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### HEAD OFFICE - - HALIFAX, N. S.

### Branches in Nova Scotia

Canso, N. S., Ernest Jack, Manager; Lunenburg, N. S., G. N. C. Hawkins, Manager; Port Hood,  
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Manager; Halifax (North End Branch), E. C. Helsby, Manager; Mabou, C. B., C. S. Baker, Manager.

### Branches in New Brunswick

Edmundston, N. B., T. J. Cochran, Manager; Grand Falls, N. B., W. M. G. Des Brisay, Acting  
Manager, Hartland, N. B., P. Graham, Manager; Shediac, N. B., E. G. Coombs, Manager; Woodstock,  
N. B., G. A. White, Manager; Bathurst, R. H. Macdonald, Manager.

### Branches in Quebec

Cookshire, P. Q., F. E. Halls, Manager; Danville, P. Q., M. Henry Richey, Manager; Fraserville,  
P. Q., H. R. White, Manager; Levis, P. Q., L. J. Webster, Manager; Lake Megantic, P. Q., R. A. E.  
Aitken, Manager; Quebec, P. Q., A. B. Van Felson, Manager; Grand Mere, P. Q., P. L. Smyth,  
Manager; S. Raymond, R. A. Bradley, Manager.

### Correspondents

Dominion of Canada, Bank of Toronto, Ontario Bank, Bank of New Brunswick; New York Bank  
of New York; Boston, New England National Bank; Minneapolis, First National Bank; London,  
England, Union Bank of London; Paris, France, Credit Lyonnais.

## ROYAL BANK OF CANADA.

INCORPORATED 1869.

Capital Paid Up, \$2,000,000 Rest, \$1,700,000

### Board of Directors

THOMAS E. KENNY, President; THOMAS RITCHIE, Vice-President; WILEY SMITH,  
H. G. BAULD, Hon. DAVID MACKEN.

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EDSON L. PEASE, Gen'l. Manager, Montreal; W. R. TORRANCE Supt. of Branches, Montreal;  
W. F. BROCK, Inspector; C. A. CROSBIE, Secretary, Halifax.

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IN NOVA SCOTIA—Halifax, Antigonish, Bridgewater, Guysboro, Londonderry, Louisburg, C.B.,  
Lunenburg, Maitland, Pictou, Port Hawkesbury, Shubenacadie, Sydney, C. B., Truro, Weymouth.  
IN ONTARIO—Ottawa.  
IN QUEBEC—Montreal, Montreal (West End), Montreal (Westmount).  
IN NEWFOUNDLAND—St. John's.  
IN NEW BRUNSWICK—St. John, Bathurst, Dalhousie, Dorchester, Fredericton, Moncton,  
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IN BRITISH COLUMBIA—Vancouver, Vancouver (East End), Grand Forks, Nanaimo, Nelson,  
Rossland, Victoria.  
IN P. E. ISLAND—Charlottetown, Summerside.  
IN CUBA—Havana.  
IN UNITED STATES—New York; Republic, Wash.

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GREAT BRITAIN—Bank of Scotland. FRANCE—Credit Lyonnais. GERMANY—Deutsche Bank.  
SPAIN—Credit Lyonnais. CHINA AND JAPAN—Hong Kong and Shanghai Banking Corporation.  
UNITED STATES—New York, Chase National Bank; Boston, National Shawmut Bank; Chicago,  
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INCORPORATED 1856.

Capital Authorized, \$1,500,000 Capital Paid-up, \$1,000,000  
Rest, \$642,660

### Directors

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Harbor, N.S., Dartmouth, N.S., Digby, N.S., Glace Bay, N.S., Granville Ferry, N.S., Halifax, N.S.,  
Kentville, N.S., Lawrencetown, N.S., Liverpool, N.S., Mabou, C.B., New Glasgow, N.S., North Syd-  
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Yarmouth, N.S., Port of Spain, Trinidad. B.W.I.

### Correspondents

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National Bank of Commerce, New York; Merchants' National Bank, Boston; Royal Bank of Canada,  
St. John, N.B.; Royal Bank of Canada, St. John's, Nfld.

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The attention of Members is invited to the desirability of having a business card inserted under one or more headings in the following columns. Only one inch space is allowed to a firm under one heading, but a firm may be classed under as many headings as are necessary to describe its business. A ready reference to the industries represented in the Association is by this means possible.

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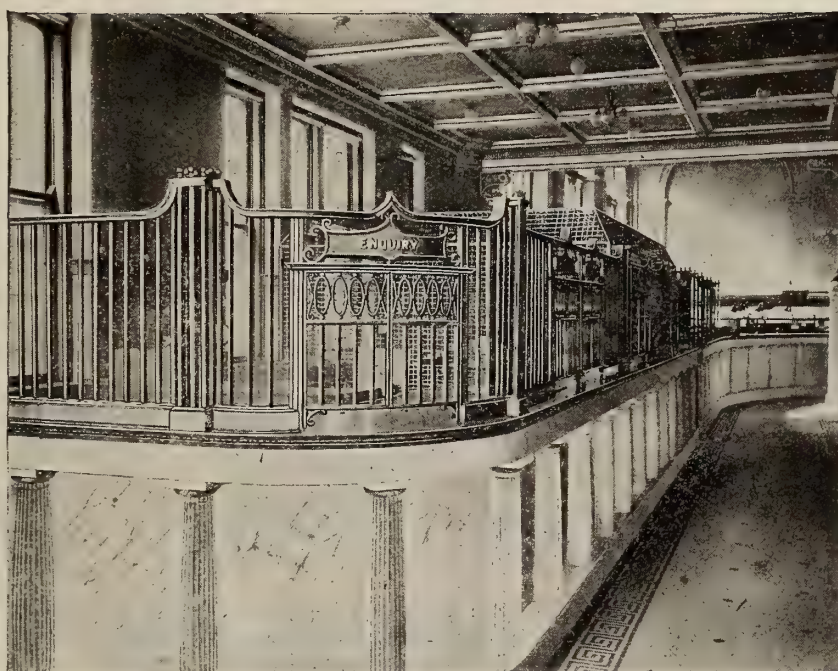


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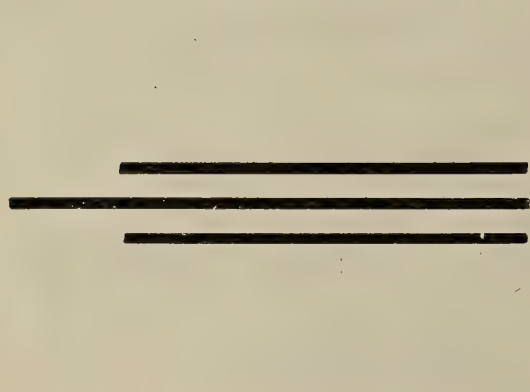
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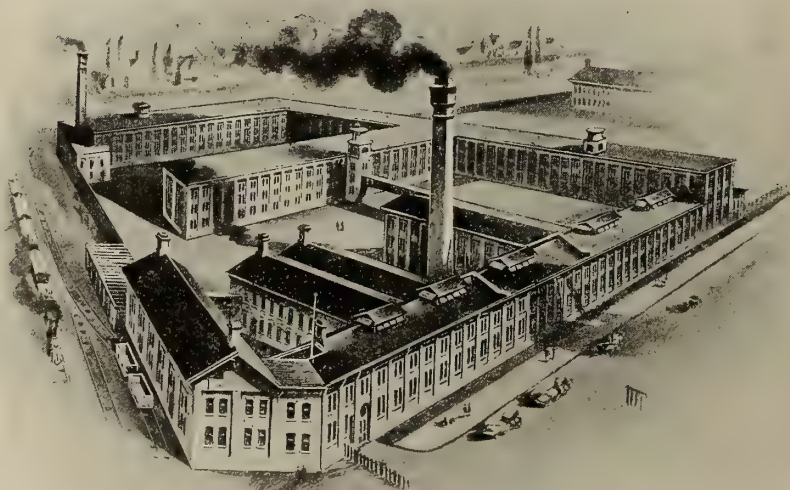
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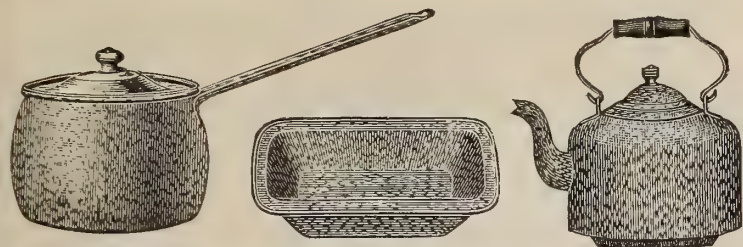
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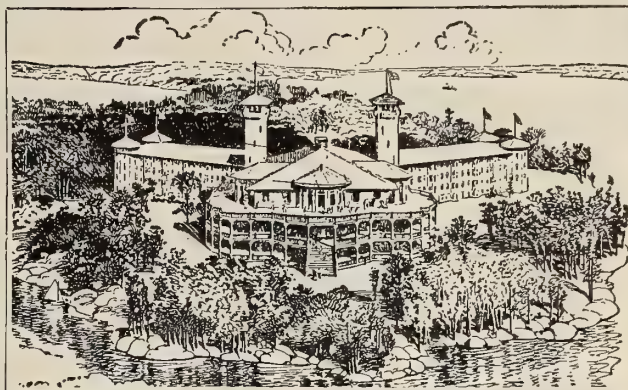
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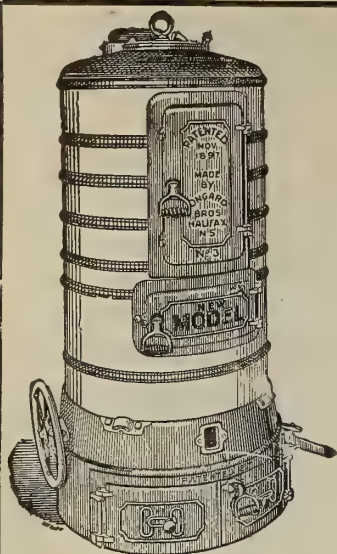


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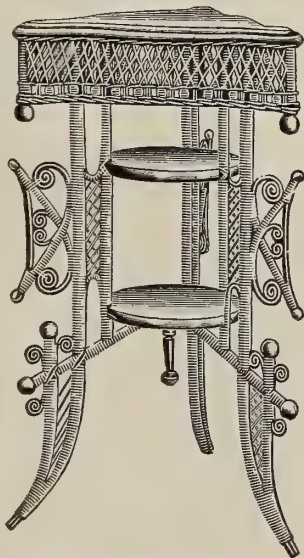
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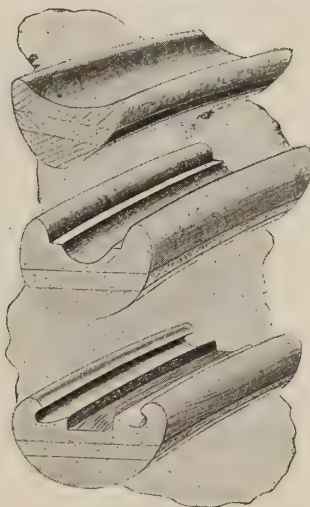
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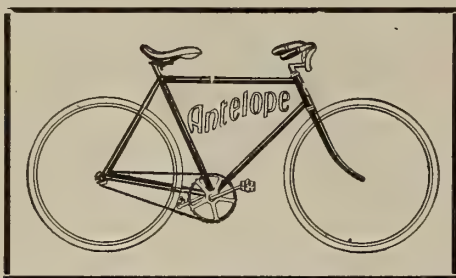
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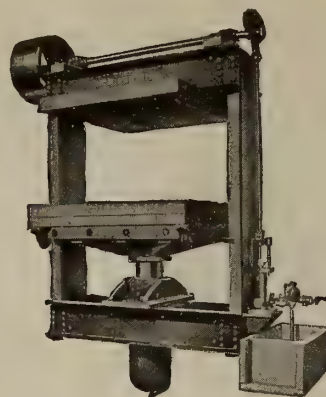
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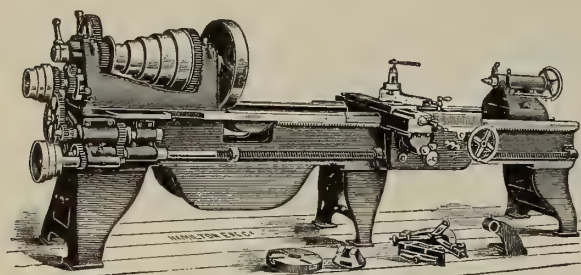
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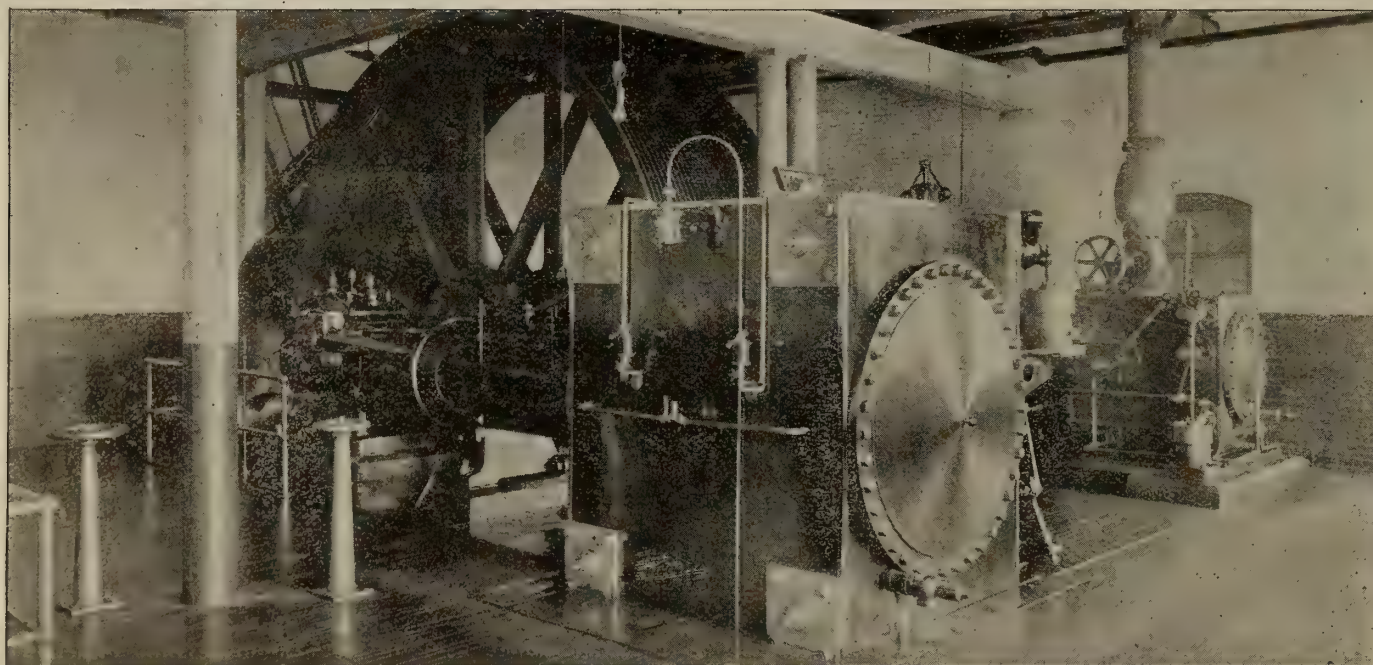
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*The record is clear, concise and simple.*

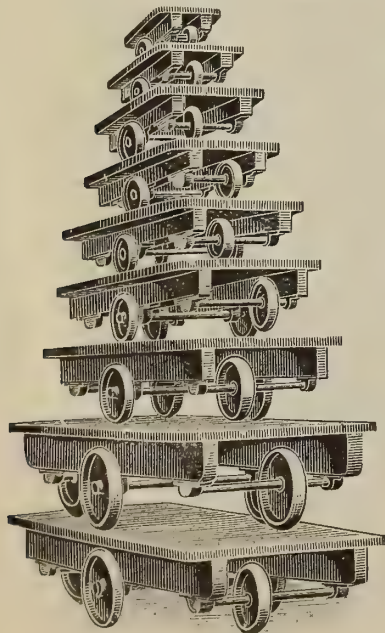
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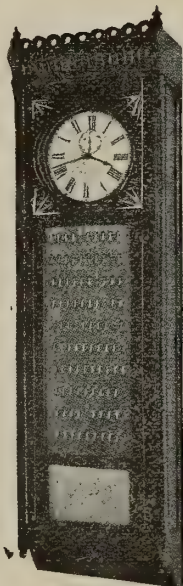
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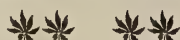
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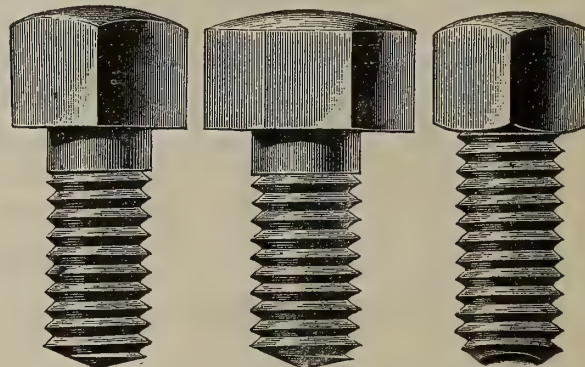
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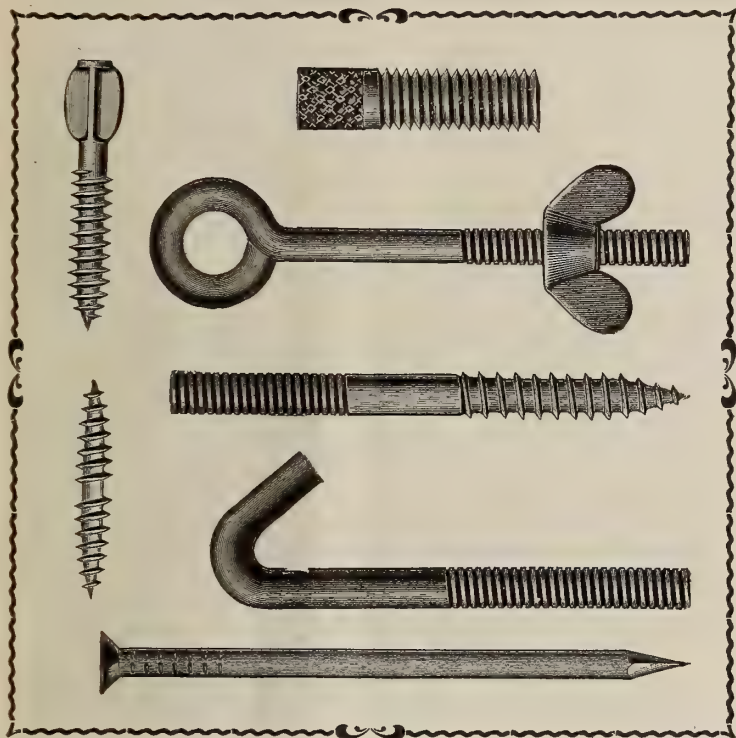
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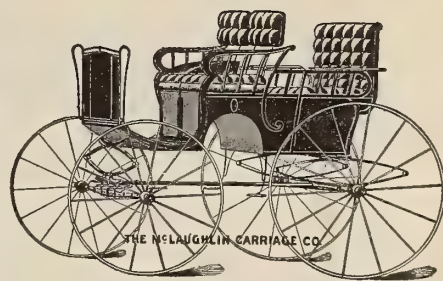
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OUR MOTTO FOR 30 YEARS



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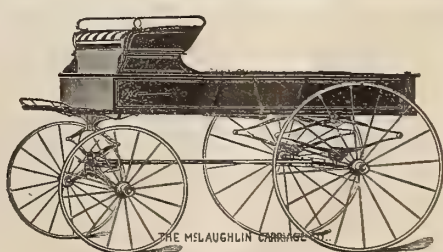
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